What's Wrong With Push Media?

Northern California's Computer Magazine

March 31, 1997 • #163

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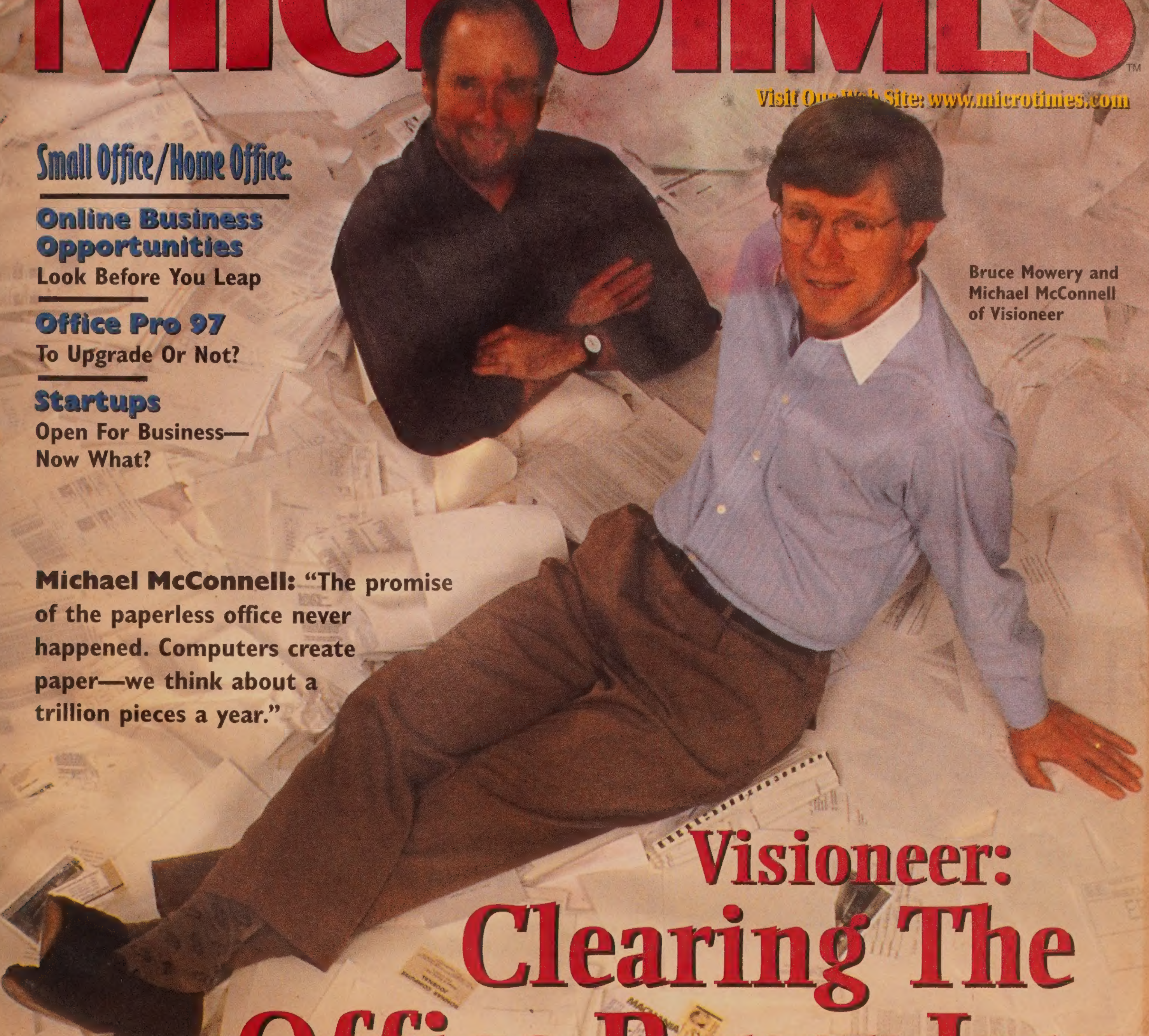

Bruce Mowery and
Michael McConnell
of Visioneer

Small Office/Home Office:

Online Business Opportunities
Look Before You Leap

Office Pro 97
To Upgrade Or Not?

Startups
Open For Business—
Now What?

Michael McConnell: "The promise of the paperless office never happened. Computers create paper—we think about a trillion pieces a year."

Visioneer:
Clearing The Office Paper Jam

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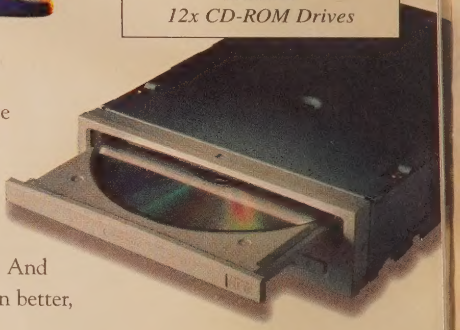

When building systems for the long haul, you have to use components that are built to last. That's why we build our TOUCH systems (Touch P133MD pictured above) with Intel Pentium® Processors and Mitsumi peripherals. The Mitsumi ZW104 keyboard features a new ergonomics design, Windows 95 compatibility and 3 special keys dedicated to navigating in Windows 95. And Mitsumi 6X CD-ROM drives offer greater performance making games run better, video files play smoother and software installations finish faster. Mitsumi's volume production gives you consistent quality and superior performance at unmatched prices. This makes Supercom TOUCH systems some of the most reliable systems around. So if you're looking for systems that are built to last with components to match, call Supercom today at 1-800-888-1888 for reliable high performance computers.

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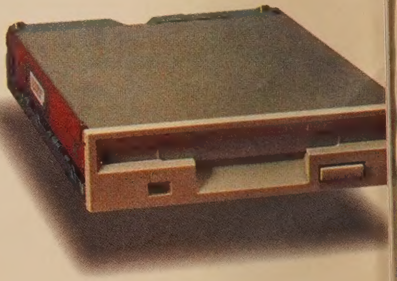

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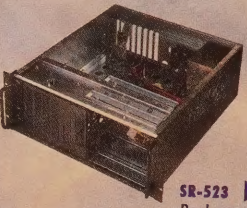

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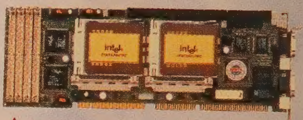

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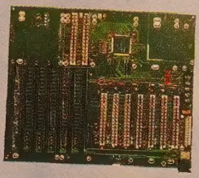

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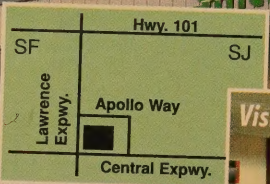
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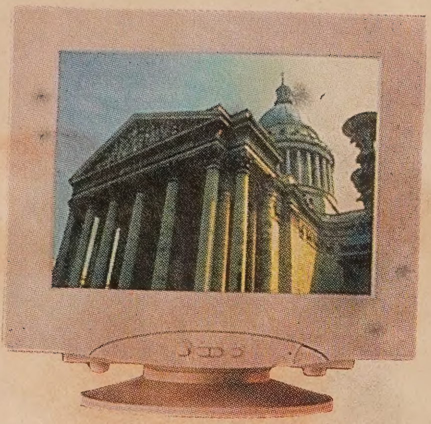

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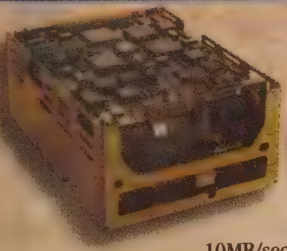

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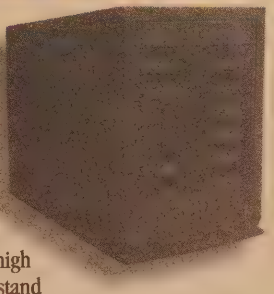

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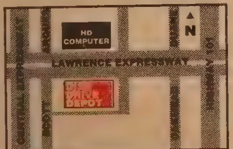

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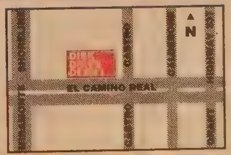

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- Diamond Stealth64 PCI w/2MB EDO Ram
- Sound ESS 16 Bit PnP
- **12X CD ROM**
- 33.6K Fax / Modem / Voice Mail
- Medium Tower Case w/250W PS
- Mitsumi Win95 104 Enhanced Keyboard
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- **3.2GB EIDE Hard Disk**
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- **Teac/Mitsumi 12X CD ROM**
- **Matrox MillenniumPCIw/2MB WRAM**
- Premiun ATX Medium Tower 230W PS
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- Microsoft Ergonomic Serial Mouse w/ Pad
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• Intel Triton Pentium® 120Mhz/256K	$209	$319
• Intel Triton Pentium® 133Mhz/256K	$239	$339
• Intel Triton Pentium® 150Mhz/256K	$259	$359
• Intel Triton Pentium® 166Mhz/256K	$389	$489
• Intel Triton Pentium® 200Mhz/256K	$599	$699

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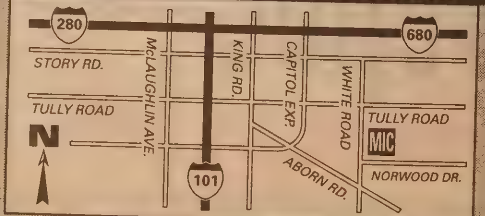

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Nanao 21 " F2-21/FX2-21	$1735/$2775
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Radicom Rockwell 33.6K w/voice	$85
USRobotics Sporters 33.6K voice	$99/$119
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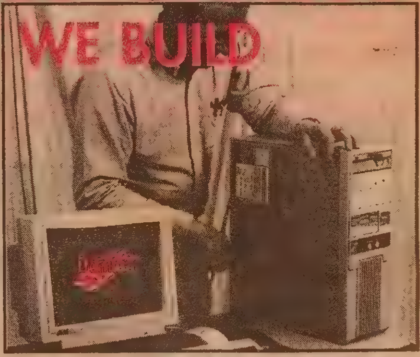

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- Mini Tower Case
- Mouse & Domino Mouse Pad
- Windows '95 Keyboard
- MS Windows '95

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- 1.44MB Floppy Drive
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- Millennium 2MB PCI WRAM
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PCMCIA 14.4 fax/modem	45
U.S.Robotics 33.6 winmodem(int)	85
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SB 16 /32 PNP/Awe 64..................	53/83/169
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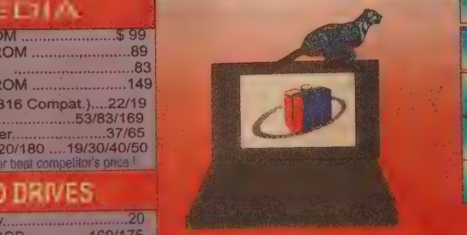

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3Com ISA TP/Combo(3C509)	53/77
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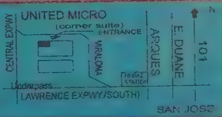

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- Mini Tower Case
- 230W W Power Supply
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Cyrix 6X86 P200	620

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- 104 Key Win95 Keyboard
- Mini Tower Case
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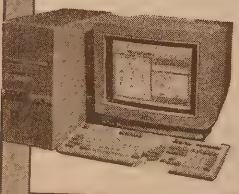

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Mitsumi 8X Internal IDE CD-ROM	.89
Mitsumi 6X Internal IDE CD-ROM	.74
2940 PCI (SCSI)	.172
2940UW/3940U (SCSI)	.197/298
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P5-133 Asus Triton III(P5-166 +180)	.280
P5-150 (Intel Triton)	.259
P5-166 Intel Triton III (VX) (P5/200 +$200)	.380
P5-166 Intel Triton III (VX) (P5/133 +$49)	.189
AMD 5X86-133 VLB (PCI +15)	.95

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486 PCI 256K/IO to 133MHz	.69
Intel Pentium® Pro "Venus"	.210
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Asus Triton 256K	.135

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Matrox 2/4 MB VRAM	.169/249
SVGA 256/512K/1 MB	.24/36/39

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US Robotics 33.6 Voice	.125
PCMCIA 28.8 V.34	.70
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		17" Monitors								
★★★★	**8.4**	**MGC 1785**	0.26	1600	1200	▲	▲	▲	▲	**$649**
★★★★	8.1	SONY Multiscan 17se II	0.25	1024	768	▲	▲	▲	■	$1,099
★★★	7.9	Samsung 17GLsi	0.26	1600	1200	▲	▲	▲	■	$1,049
★★★	7.8	Sceptre P73A	0.26	1280	1024	▲	▲	■	▼	$795
★★★	7.7	AcerView 78ie	0.26	1280	1024	▲	▲	▲	■	$699
★★★	7.4	MAG InnoVision DX700T	0.25	1280	1024	▲	■	■	▼	$799

OVERALL EVALUATION	
★★★★★	9.0 or higher
★★★★	8.0 - 8.9
★★★	7.0 - 7.9
★★	6.0 - 6.9
★	5.0 - 5.9

ALL OTHER RATINGS	
▲	7.0 - 9.9
■	5.0 - 6.9
▼	under 5.0

PC Digest
Volume 10, Number 11
November 1996

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Free classes	No	No	YES
Free user manual	No	No	YES
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Down-loadable software	No	No	YES
Immediate sign-up	No	No	YES
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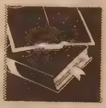

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- Middle tower case
- NT 4.0 Workstation

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(with system order)

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Windows NT Workstation 4.0

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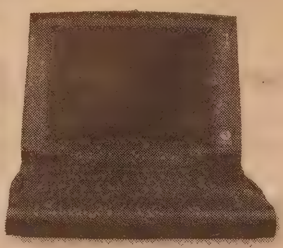

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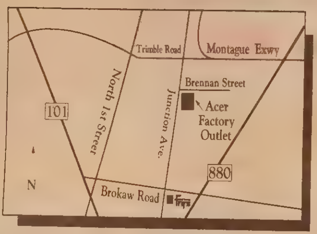

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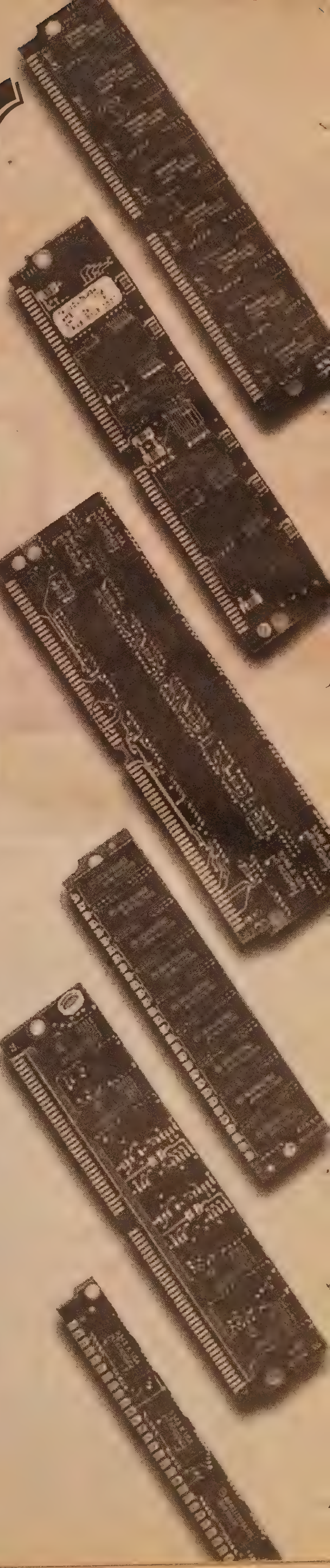

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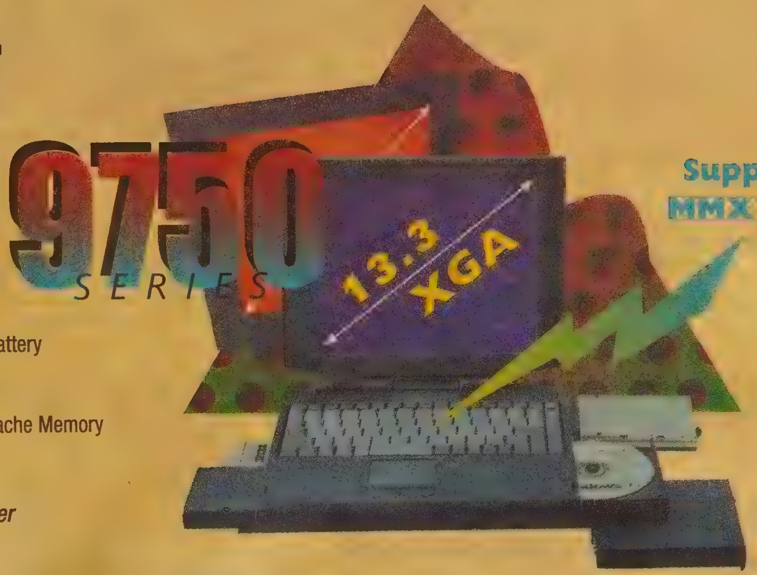

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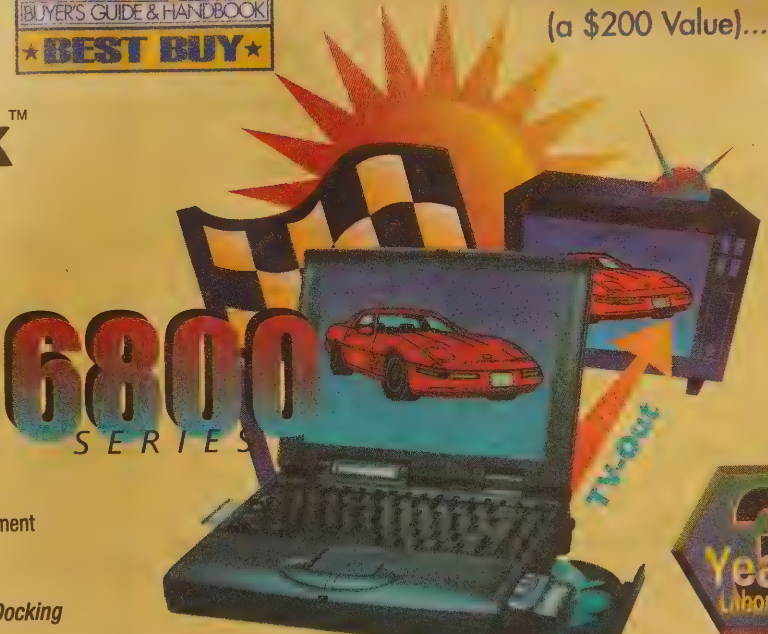

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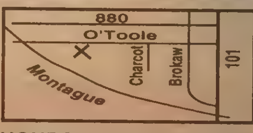

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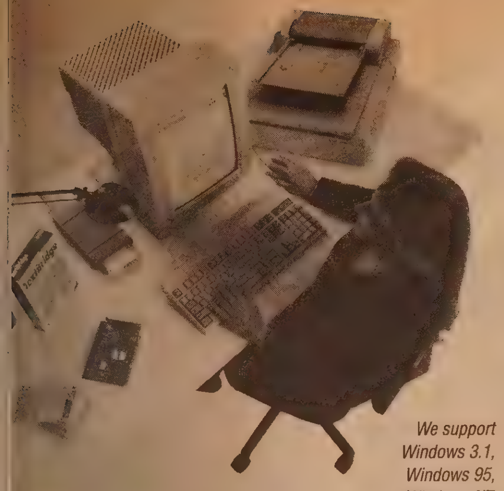

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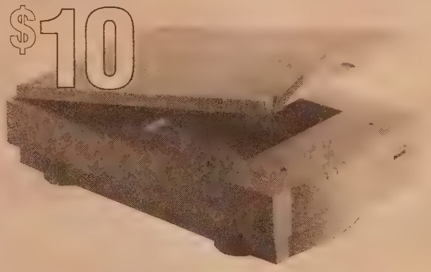

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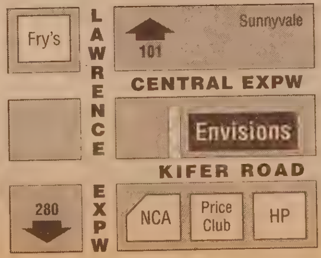

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BY PAUL HOFFMAN

Industry Insights

This Year's Overrated Technology: Web Push

No one likes to wait, and users of the World Wide Web have gotten all too used to having to wait around for Web pages with lots of graphics to download.

Starting about a year ago, a few Web software companies started to advocate a new way to deliver Web content, by "pushing" it to your computer before you ask for it. It's a neat little trick, and it works well for things like getting up-to-date news and sports scores.

A few other companies realized that the ideas behind push technology were useful for keeping corporate computers up to date with the latest program updates. Although such updates happen only rarely, it is useful for corporate IS managers to know that their users are all using the most recent versions. If you believe the hype about how in the "near future" we will all be running only Java applications in our Web browsers, it makes sense that there should be a way to be sure you have the latest applets.

With those two ideas, all of a sudden the entire Web industry is going crazy with push strategies. The companies that "pioneered" Web push technology all of 18 months ago are now setting themselves up as "leaders" in push technology. It turns out that Web push is probably only important to a small part of the Web market, but these companies are still getting all sorts of publicity.

> *The entire Web industry is* **GOING CRAZY** *with push strategies. The companies that "pioneered" Web push technology all of 18 months ago are now setting themselves up as "leaders" in push technology.*

What To Push

Until recently, people touted the Web as a place where you could roam around looking for interesting information. You might have some sites you went to all the time, but most of the value came from your ability to find new things easily. Now, more and more sites are trying to garner a regular readership, just like magazines really want you to subscribe instead of buying each issue on the newsstand.

If you go to a particular site every day because it changes often, it makes sense for you to want the updated contents of that site to already be on your computer, when you want it, so you don't have to waste time waiting for slow servers or slow Internet connections. If you're willing to sacrifice a few megabytes of your hard drive for holding the site on your computer, having the new information pushed to you is probably a good deal.

Last year, when corporate "intranets" became all the rage, Web developers started trying to make the Web look like a corporate tool. Of course, there are plenty of uses for the Web inside a company, but it isn't about to replace most of the systems that companies have spent years developing. One of the big selling points for intranets is the ability for corporate management to broadcast company information to all its employees. However, no one needs to do this all that often, and email already works quite well for that.

Companies that somehow believed that all their employees would be running custom Java applications from their browsers would need to have those applications updated all the time. Of course, in such a situation, a push server would be great. However, extremely few companies update their in-house software more than once a month, and most update only a few times a year, if even that often. Thus, a push server would be handy but vast overkill in most cases.

Wouldn't You Rather Pull?

The Web was built around the idea of pulling information, not having it pushed to you. Many people think that the best way of getting the advantages of push technology is to pull at regular intervals and store the results on your hard disk. At least half a dozen companies already have products that do this, and they all work fairly well. A typical use is to go out to an entertainment site every four hours and download all that is new from that site.

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Industry Insights *continued...*

Using automated pull has many advantages over push, the greatest of which is that it puts the user more in control of the results. Popular automated pull software like MilkTruck and Open Market Express work even when you are not running your browser, and simply make the information available the next time you use your browser to go to those sites.

One of the biggest problems with push technology, at least from a user's point of view, is that you lose control over what is on your hard disk. For entertainment or company news, this isn't important, but it becomes critical when companies start distributing software through push servers. For example, if you are using a Java application that is updated by a push server, and that application starts acting funny, you don't know whether the new behavior is due to a version that was pushed to your hard disk.

On the other hand, if you pull new software instead of having it pushed to you, you would at least know when it changed. Announcements about new versions can be made using good old-fashioned email. Some of the push server technology might still be valuable here; a corporate system administrator might want to know what version of various software you have on your computer in order to be able to announce updates. Still, allowing the user to do the actual updating would leave a lot less to chance and reduce the number of mysterious changes on that person's system.

Bandwidth Is Not Free

On a corporate intranet, there is usually not much of a problem with pull-based updating of large programs. Accessing a few megabytes here and there a few times a day certainly puts a load on the network, but it won't harm much if the network is laid out in a reasonable fashion. Pushing or pulling won't have much of an effect if the volume of data is low.

If the volume of data is high, network administrators will notice. Push technology almost always uses more network bandwidth than standard pull methods because what gets pushed to a user can never be so narrowly defined as to include only what he or she wants. For example, one of the first popular Web entertainment push companies, PointCast, started irking the network administrators at many companies because their data was clogging the companies' networks. Many push technology companies are envisioning pushing much larger hunks of data than PointCast, which could mean much more severe problems for networks.

The problem of bandwidth overuse is much more significant to companies that have WANS (wide-area networks), which is becoming all the more common. If you use up all the bandwidth in an Ethernet, there are many solutions to getting more, and the cost of these solutions is still dropping. However, once you go outside the building and connect to another office, filling up the outside link is quite easy, and upgrading these outside links is often quite expensive.

The more new content a company pushes over its outside links, the slower the links will be

continued on page 30

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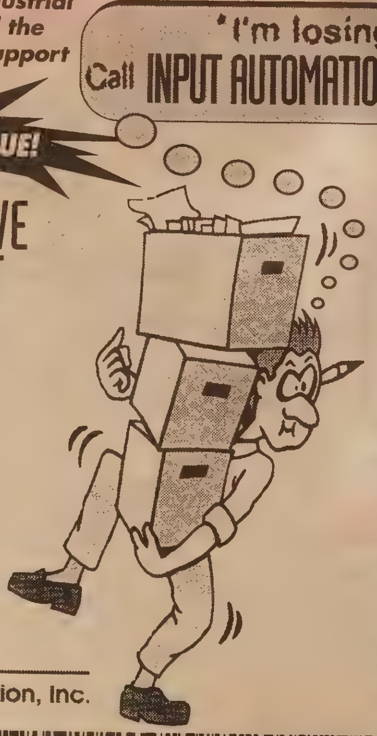
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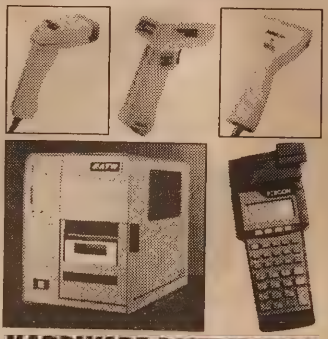

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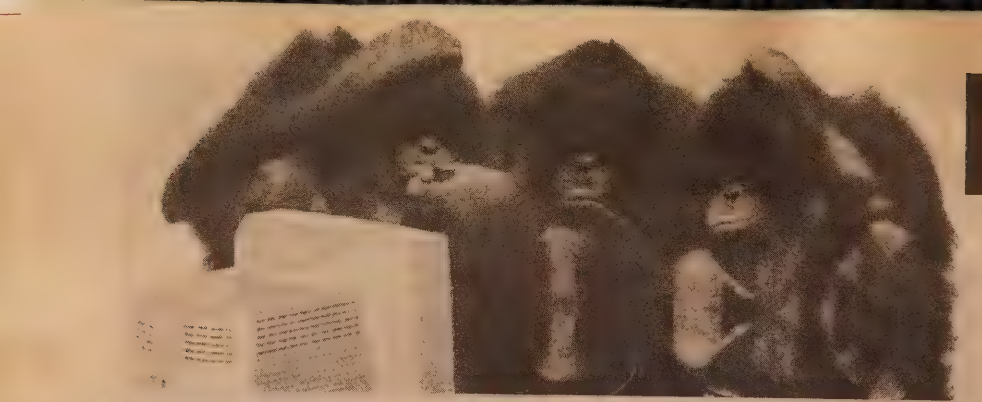

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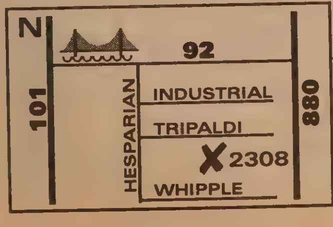

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Industry Insights

continued from page 26

for today's mission-critical content like email and database access. Even though there is a wide range of bandwidths available, most inter-office connections are either leased lines running at 56Kbps or an ISDN line, running at a maximum of about 128Kbps. Going to faster connections, such as frame relay or fractional T1, costs not only more on a monthly basis, but it usually means throwing away your current connection hardware and buying new equipment.

The WAN problem is serious for many companies, but it is also representative of problems of pushing to people where you don't know how big the pipe between you and them is. A company that decides to start pushing more information to the desktop has to not only think about WAN issues, but also how many people are on the corporate network through remote access servers (RAS), which is a fancy way of saying "modem."

If you're working from home or from the road, the last thing you want is a lot of possibly unnecessary junk tying up your 28.8Kbps connection with the company, but you have no way of filtering what is getting pushed to you. The push software has to be able to be set up in such a way that it will only deliver to desktops, not through RAS servers when you're on the road.

Of course, if the company has chosen to make mission-critical updates through the push server, then you really do have to let it all come through, which could be a real problem if you're in a rush and are just trying to send your email from an airport pay phone.

Using automated pull has many advantages over push, the greatest of which is that it puts the user more in control of the results. One of the biggest problems with push technology, at least from a user's point of view, is that YOU LOSE CONTROL over what is on your hard disk.

What Do You Want To Push?

The real question is not whether push technology is good or bad, but in what situations is it useful? The recent *Wired* magazine cover article on push technology was absurdly optimistic about how push technology will radically change the way we all use the Web. This ignores the fact that the Web's primary use is by people who don't know what they want, and are looking for information or entertainment in a haphazard fashion, just the way they use television.

Overuse of push technology for information or software distribution is just like over-reliance on the Web as a way of promoting your company. If your believe the industry pundits, it will solve all your problems, but if you look at the limitations of the Internet and intranets, you'll come away with a much more realistic view of the niche that it will fill. A few push technology companies will clearly do well in the coming years, but they won't be the next Netscape. ■

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Stock Chart continued on page 158

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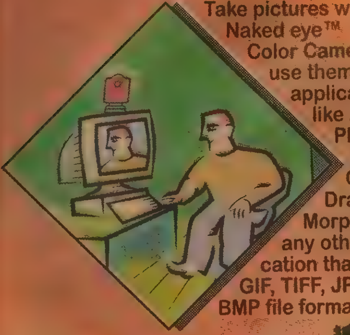

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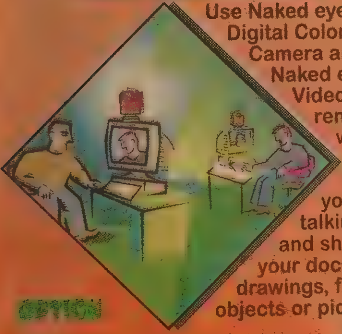

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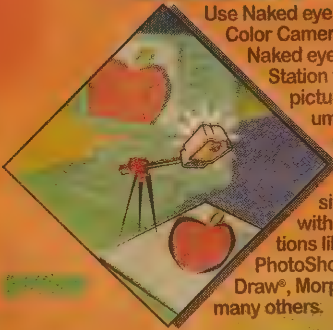

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Printing Labels (And More) The Easy Way

The CoStar LabelWriter XL Plus Addresses And Labels All Of Your Printing Needs

I began using a label printer in conjunction with my computer several years ago. Labels are relatively inexpensive, small (about 4" x 6"), and add much to the usefulness of a computer. I use the printer to make shipping and return-address labels as well as labels for videos, floppy disks, canned goods, and just about everything else you can think of. Despite my praise for these printers, there have been shortcomings. First, I was limited to a single-sized label, and secondly, while the software was good, it was not spectacular. The new CoStar LabelWriter XL Plus addresses both of these shortcomings.

The LabelWriter XL Plus is slightly larger and a little heavier than my older label printer, but the print quality is noticeably better—this thermal printer approaches laser quality. In addition, I can now utilize all of the fonts on my computer. The major design improvement, however, is that the CoStar printer handles a variety of label sizes. The printer comes with a roll of 2.25" x 4" labels to get you started, but you can order labels designed for scores of projects, from labels for manila folders to spine labels for videos, to labels for floppy disks. The list is extensive. In addition, you can order custom labels with preprinted color designs. Plus, the convenience of easily switching between rolls of labels makes this a versatile printer.

While the hardware of the package shines, it is the software that makes this product truly UNIQUE.

While the hardware of the package shines, it is the software that makes this product truly unique. It comes with four programs. The first is Easy Label Writer software, a straightforward label-printing program that gives you a choice of thirty templates. Select a template, click on the element that you want to edit, and type in the information. You can choose the font and size you want. When you are done, simply hit the OK button and your label is ready to print. Graphic files and bar codes can be included, and customized templates can be saved for the next time you need them. Many specialized formats are available, such as UPS labels showing the shipper ID number, the weight of the package, and the state of destination.

The second program that comes with the LabelWriter is Easy Bar Code software, a program that lets you print bar codes on labels. While most of us don't need this for our everyday labels, businesses that rely on coded products will find this tool invaluable. A video-rental business, for instance, can easily label each title in their collection so it can be scanned when it is rented. One of the label sizes available from CoStar is the size of tiny EPROM chips. Bar codes are frequently used on these and other parts that need labeling. Most common bar code formats are supported and you can easily mix text and bar codes.

continued on page 38

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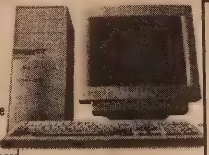

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- **512KB Pipeline Burst Cache**
- **16MB EDO Memory**
- 1.2GB EIDE Hard Drive
- 1.44MB High-Density Floppy Drive
- 14" SVGA Monitor (15" add $89)
- SVGA 1MB PCI DRAM Video
- MS Compatible Mouse, 104 Keyboard
- Mini Tower Case w/230 watts

Multimedia Upgrade:
- Creative Labs Sound Blaster 16 • 180-Watt Stereo Speakers
- 8Xi Multi-Session CD-ROM add.....$189

MMX Pentium® Processor 200/166MHz	**1325/1150**
Pentium® Processor 200/166MHz	**1250/1025**
Pentium® Processor 150/133/120MHz	**899/875/840**

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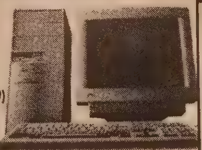

- Intel 430VX Chipset Motherboard
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- **16MB EDO Memory**
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- Mini Tower Case

MMX Pentium® Processor 200/166MHz	**1575/1385**
Pentium® Processor 200/166MHz	**1450/1250**
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MMX Pentium® Processor 200/166MHz	**2050/1850**
Pentium® Processor 200/166MHz	**1920/1725**
Pentium® Processor 150/133/120MHz	**1625/1575/1520**

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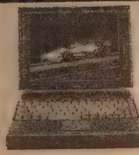

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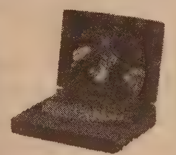

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MS Office 95 Professional Edition	**(add $195)**

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6x86 P-120 w/512K Burst Pipeline	$190	(Intel 430VX)
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6x86 P-166 w/512K Burst Pipeline	$250	(Intel 430VX)
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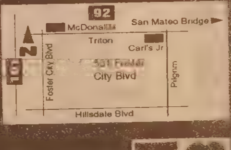

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- Stereo Speakers
- **Victoria 3-Button Serial Mouse & Pad**
- 104-Key Enhanced Keyboard
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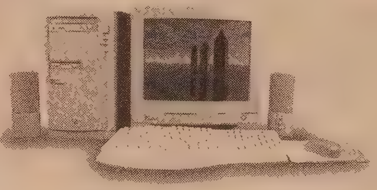
133MHz.................... **$999**



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- **Western Digital 1.6GB EIDE Hard Disk**
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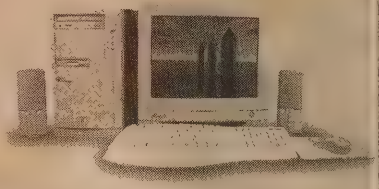

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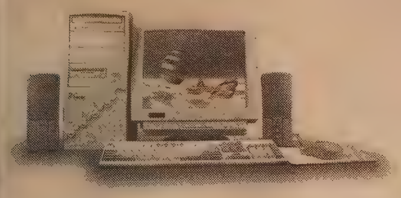
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- 104-Key Keyboard
- **MS Windows 95**
- **NE 2000 Compatable Combo Ethernet Card**
  (Monitor & Speakers not included)
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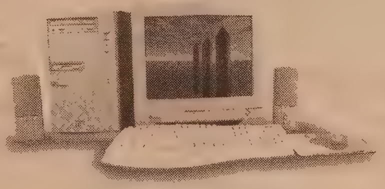
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- **Intel Pentium® Processor & CPU Fan**
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- 2-16550 Serial Port & 1-Parallel Port
- 1.44MB Floppy Disk Drive
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- 104-Key Keyboard
- **MS Windows 95**
- **NETCOM's NET Complete CD Internet Software Bundle**
  (Monitor not included)
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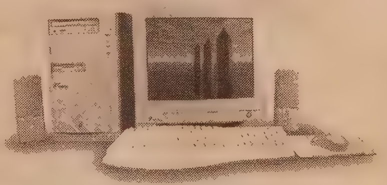
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Windows NT Server

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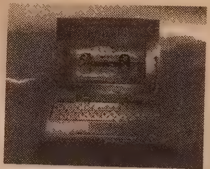

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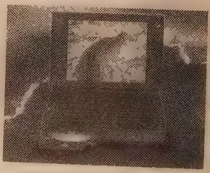

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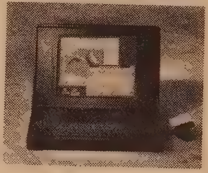

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- Mini-Tower Case
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- 8X SCSI CD-ROM
- HP Keyboard & Mouse
- Mini-Tower Case
- MS Windows NT 4.0 Workstation

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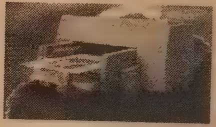

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Laptops *continued from page 32*

The third program, Easy Badge software, is designed to make the LabelWriter printer especially useful for portable computer users. With the Easy Badge program, you can easily print out "Hello, My Name Is" badges for people in conventions, schools, conferences, or any gathering. CoStar sells blank labels specifically designed for this purpose. One label, for instance, is for a day pass and has a section that fades the day after it is issued. If you use Easy Badge in connection with a digital camera, you can instantly print a photo and text on each badge.

CoStar sells a wide variety of labels for use with the Easy Badge program. One of the most interesting is a card made out of plastic that can be glued to create a membership card with photo ID and a signature on the back. Users who want to use the printer in the field will find the battery pack ($299) a useful addition. It will power the printer for six and a half hours. It has the same footprint as the printer and is about an inch tall.

The final program is an old favorite of mine, AddressMate. This program lets you print labels from information stored in your database of addresses. But AddressMate does much more. It can dial your phone, insert addresses inside letters that you write, and finally, address envelopes. This is a program I have been using for several years and it is nice to see it bundled with the LabelWriter.

The LabelWriter XL Plus combines powerful software that you will not find anywhere else with a beautifully designed little printer. This package is a great enhancement to any computer system.

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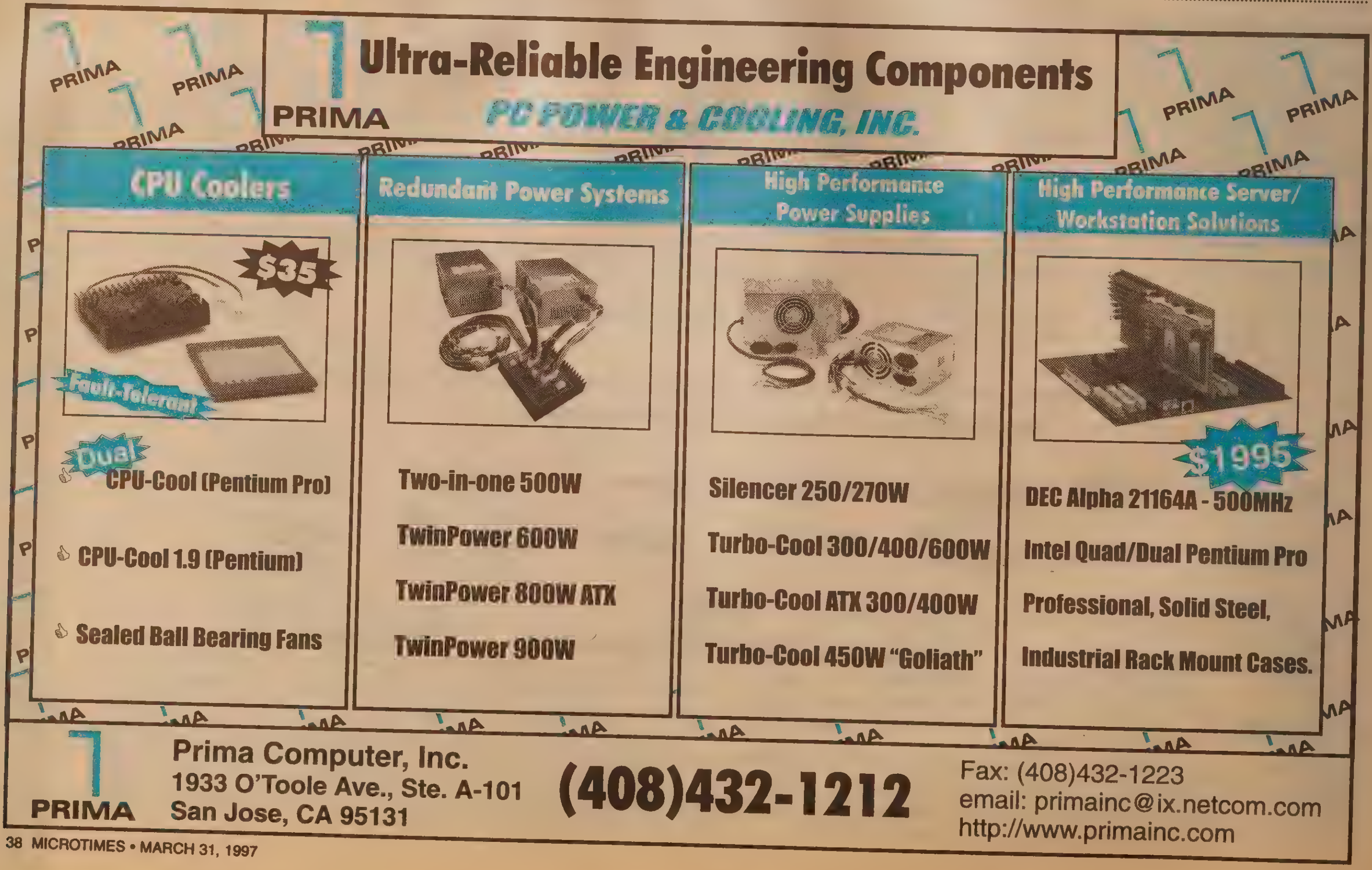

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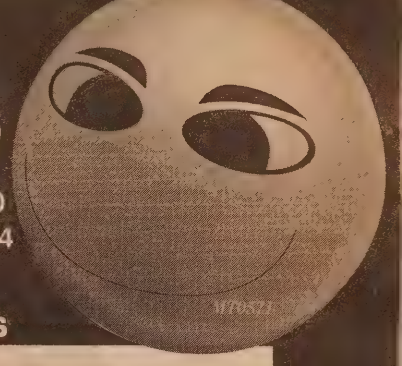

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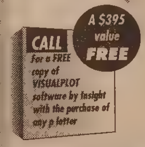
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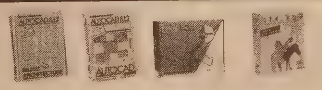

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Computer Of The Month

IBM's Thinkpad 560

Since the birth of notebook computers, manufacturers have been trying to find the right balance between size and usefulness. Several years ago, sub-notebooks were all the rage, but the tradeoff was that the keyboards were too small and the small display strained your eyes. IBM has come up with another approach in the search for the optimal configuration.

The Thinkpad 560 weighs just over 4 lbs. and is only 1.2" thick. Adequate screen and keyboard size are accomplished by a footprint of 8.7" x 11.7". IBM used all the tricks to save size and weight. A separate 3.5" floppy drive can be connected when you need to load or download from floppies. In addition, there is no CD-ROM. However, since CD-ROM drives have become standard on many notebook computers, I recommend buying an external CD-ROM drive that connects through one of the two PC Card slots on the Thinkpad 560.

Despite the skinny profile and slight weight, this notebook has all the power you will need. In its least expensive configuration it comes with a 100MHz Pentium processor, an 810MB hard drive, and a dual-scan LCD that measures 11.3" diagonally. Also available are 120MHz and 133MHz processors. The most expensive configuration comes with a 1.08GB hard drive and an active-matrix display measuring 12.1" diagonally. All configurations include 8MB of RAM, expandable to 40MB. It is easy to attach an external display through the video port on the back.

The keyboard has a good feel, even though I am not crazy about its layout. End, Home, PgUp, PgDown, Delete, and Insert keys are in the upper right hand corner, a bit out of the way and less convenient. Additionally, this is the first new notebook I have seen in some time that does not have the special Microsoft keys for use with Windows 95. I don't know if this is a space-saving compromise or IBM's way of saying it doesn't like Microsoft. In any case, you can attach a standard PS/2 keyboard when you are not on-the-go. If you attach a standard keyboard, you will need to purchase a keyboard/ mouse connector, which lets you use both a mouse and keyboard through the same port on the back of the computer. Even if you don't elect to use a mouse, you will still need the little connector if you use an external keyboard.

> This is the first new notebook I have seen in some time that DOES NOT HAVE the special Microsoft keys for use with Windows 95. I don't know if this is a space-saving compromise or IBM's way of saying IT DOESN'T LIKE Microsoft.

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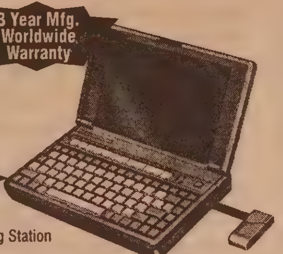

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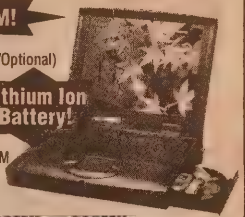

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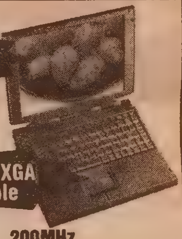

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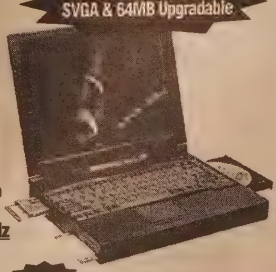

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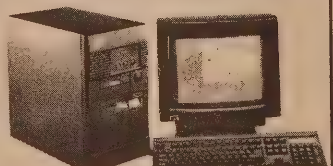

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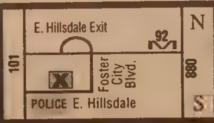

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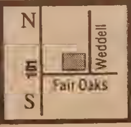

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Laptops *continued...*

The Thinkpad 560 is powered by a lithium-ion battery pack. (Extra battery packs are $249.) IBM incorporated sophisticated power management features to conserve battery life—I like the suspend and hibernate features that let you shut down and begin the next session where you left off. Simply close the cover to put it into suspend until you open the cover to resume work.

Even though there is no CD-ROM drive, the Thinkpad 560 is designed as a multimedia computer with microphone and headphone jacks on its side. The audio is 16-bit and supports Sound Blaster Pro applications. In such a slim machine, however, there are no built-in speakers for sound reproduction.

> While there are COMPROMISES in exchange for the CONVENIENCE of this small size, if you don't need all the bells and whistles and spend a lot of time on the road, the Thinkpad 560 may be the PERFECT computer for you.

In addition to the serial and parallel ports and the PC Card slots, there is an infrared port that lets you transfer files without wires. A port replicator ($175) lets you leave all of your peripherals attached to a single source when you are traveling.

IBM offers a number of appealing service plans. If you have a modem, the online HelpCenter lets technicians remotely diagnose technical difficulties. Twenty-four hour phone support is available during the first year after purchase. During the first year, a courier repair service is also included.

While there are compromises in exchange for the convenience of this small size, if you don't need all the bells and whistles and spend a lot of time on the road, the Thinkpad 560 may be the perfect computer for you. ■

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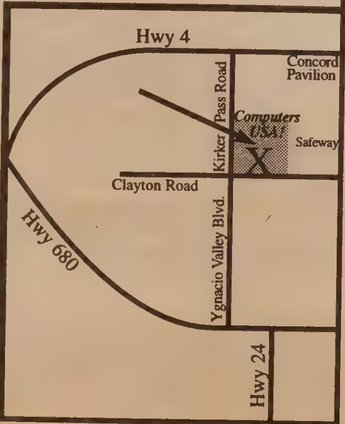

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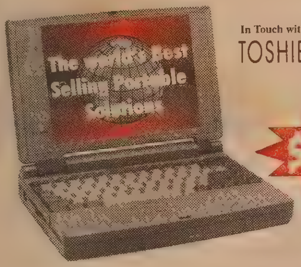
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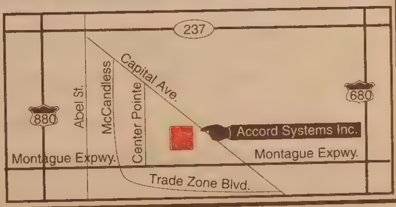
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NETWORKING • BY PETER J. HARRISON

New Disk Drives For Storage-Hungry LAN Users

TeraStor Takes Mass Storage Into The Next Millennium

When I got my first job as a computer programmer in 1980, the mainframe system I worked on had six hard drives. Each of those hard drives took up a space roughly 2' x 3' x 4' deep. They were massive, high-powered storage systems, each of them with a storage capacity of 80MB—a total of 480MB for all six units. That was enough storage for the entire business, personnel, and student records system of the school district for which I worked. Now your average laptop fits twice that much data storage (or more) into a package weighing a few ounces and measuring less than 3" x 4" x .5" in size.

This amazing reduction in the size, weight, and price of hard disk drives, all while increasing speed, accuracy, and dependability, is amazing. Even more startling, though, is that today's petite drives use almost exactly the same techniques and technologies of the behemoth low-capacity drives first introduced in the late 1950s. Both old and new technologies work by using a simple electromagnet to magnetize (or "write") small "domains" on a spinning disk (called a "platter") covered with a coating that can be easily magnetized. Once magnetized, those domains can be "read" by wires in the read-write head, which register small positive and negative pulses of electricity as the positively or negatively magnetized domains spin under the head. The heads actually never touched the magnetic coating (that would scratch it), but instead "floated" on a cushion of air created by the mechanical action of the spinning platters.

> ***Today's petite drives use almost exactly the same techniques and technologies of the behemoth low-capacity drives first introduced in the late 1950s.***

Thus far, increases in storage capacity and speed while reducing size, weight, and cost have come from aggressive miniaturization of everything within the disk drive. The read-write heads on those massive 80MB drives I mentioned, for example, were bulky devices assembled by wrapping wire around a ferrous metal core to form an electromagnet. These days read-write heads still float on air and have electromagnets in them, but they are manufactured using the same techniques used to etch "integrated circuits" into silicon. That reduces their size and weight, which makes the heads easier to move, allowing the use of smaller, lighter mechanisms to move them back and forth across the platter. Smaller heads also allow drive manufacturers to float the read-write head closer to the surface of the platter, which helps restrict the size of each magnetic domain. Smaller domains can be packed closer together, which provides higher "areal densities" and more data on smaller disks.

Refinements of the original "Winchester" disk drive design have produced generation after generation of disk drives that are also smaller, faster, more reliable and cheaper than the generations that came before. These advances have benefited every type of computer environment, from mainframes to LANs to laptops. The problem is that we computer users are insatiable storage junkies, and eventually manufacturers will run out of ways to squeeze more from the 40-year-old disk drive design. Then the industry will have to find a new technology to slake our hunger for bigger and better storage solutions.

With the announcement this month (March 1997) of a radically new method for storing information on magnetic media, that new storage technology may already be here. TeraStor has found a way to combine aspects of traditional and Magneto-Optical disk drive technologies with a technology used in high-powered microscopes. The result is a technology that uses the quantum-mechanical properties of light to create disk drives that can store 20MB of data on each surface of the disk. Since disk drives can read and write to both sides of the platter and may have multiple platters in each drive, TeraStor's technology allows development of disk drives with amazing storage capacities. A typical 9GB drive using conventional technology, for example, has ten platters and twenty read-write heads (one for each side of each platter). With TeraStor's technology a drive with the same general configuration could store 400GB of data.

TeraStor's technology is very similar to that of today's Magneto-Optical disk drives. Magneto-Optical drives have platters covered with magnetic particles encapsulated in plastic. To record data on the drive, a laser heats and softens the plastic so that a strong magnet can rotate and align the polarity of the particles inside the plastic. After the plastic cools and hardens, the particles freeze in place with their new magnetic orientation. To read the information off the disk, Magneto-Optical drives shine a lower-powered laser light at the magnetic domain, which subtly alters the light as it reflects off the surface of the plastic. A sensor then analyzes the light to figure out whether the domain has a positive or negative magnetic charge.

The beauty of Magneto-Optical recording is that the plastic-encased media it uses is tough

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Networking *continued...*

and durable, perfect for removable storage solutions. The problem with Magneto-Optical drives is that they have previously been limited by the optical properties of laser light and the air between the read-write head and the disk platter. These properties force traditional Magneto-Optical lasers to record domains the diameter of the light wave emitted by the laser, which is comparatively large.

TeraStor's innovation uses a special type of microscope lens, the "Solid Immersion Lens" patented by Stanford University, to refine the beam emitted by the laser so only a fraction of the wavelength is used. Using the "floating head" technology standard magnetic disk drives use to keep the head at a set focal distance from the recording surface, TeraStor's technology records domains a fraction the size of older magnetic and Magneto-Optical technologies.

Storage density is not the only advantage TeraStor's technology offers; it is also an inherently more durable technology. Because the magnetic polarity of the material on the disks can only change after the plastic is heated and softened, the electromagnet in the read-write head can float further from the disk without having to worry about how its magnetic field will affect other domains. "Flying" the head farther from the disk makes the drive less susceptible to "head crash" failures that damage the recording surface and read-write heads. The durability of the magnetic domains makes them less susceptible to damage from other magnetic sources—like x-ray machines through which a laptop may pass.

The durability of the magnetic domains also allows each disk to retain their magnetic integrity for much longer than traditional disks or tapes, which start to deteriorate after several years. Removable Magneto-Optical disks retain their magnetic encoding for up to a century. Since magneto-optical disks are also inexpensive and easy to manufacture, TeraStor's technology may also find a home doing backups onto 40GB storage cassettes—greatly simplifying the speed manageability of LAN backups.

There is a lot to be excited about with this new technology, which is due to hit store shelves early next year. TeraStor does not plan to make their own drives; instead they are licensing it to several drive manufacturers. With several vendors to choose from, storage buyers are likely to see the same kind of competition that has driven conventional disk drive prices down so low. All of this is great news for everyone with big data storage needs, from mainframe shops to LAN managers right down to laptop users. Now all we have to do is wait for 1998. ■

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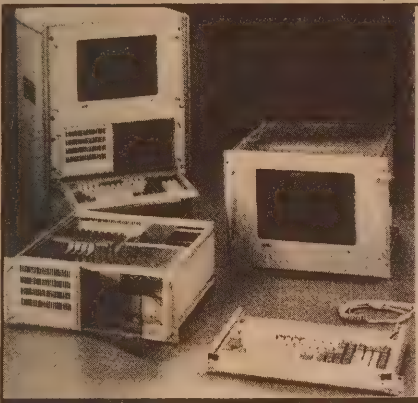

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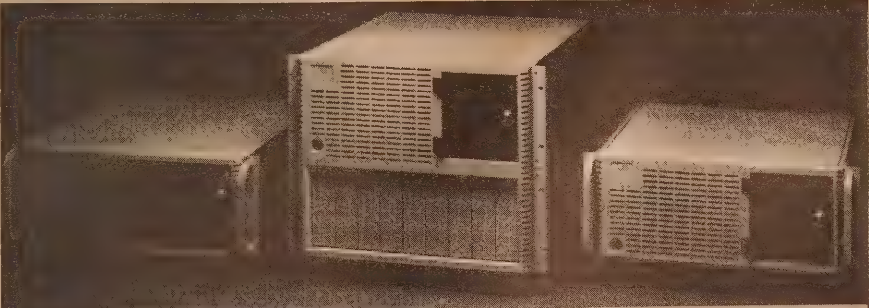

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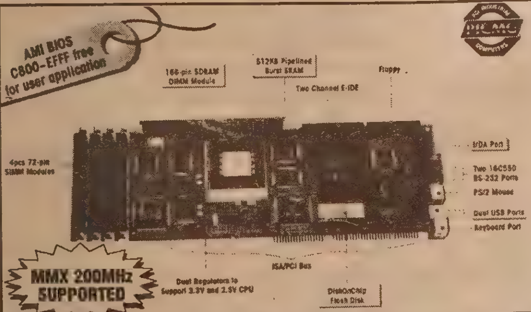
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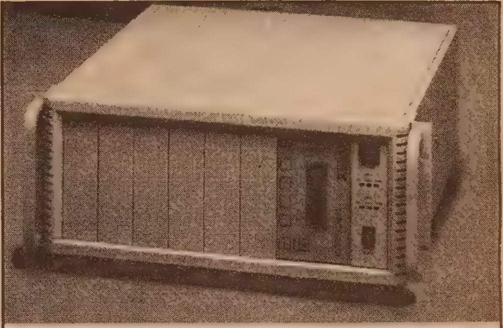

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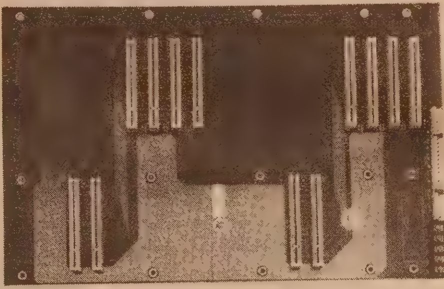

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TELECOMMUTING • BY ROBERT MOSKOWITZ

Quality Of Life For Telecommuters

Taking Advantage Of The Benefits From Telecommuting

Whether you telecommute two days a month or five days a week, some of the features you'll appreciate most about the telecommuting lifestyle are the intangible benefits it brings you.

The key to making the most of these intangible benefits is mastering the practice of "time shifting." In fact, this is one of the most powerful ways to gain the advantage of the extra time telecommuting makes available.

It's very much akin to the process of taping a TV show that starts at midnight and then watching the tape when you're relaxing the next evening or on the weekend. However, there is one major difference: You can't simply "tape" and "replay" hours of your life. Instead, you must reschedule one or more of your real-time activities in order to effectively "shift" those extra minutes to the time of day when you actually want to use them.

> *The time gleaned from physically commuting to work can be used to* **pursue personal growth** *and pleasure activities, such as classes at local schools and learning centers, hobbies like pottery or gardening, or* **just plain fun** *with friends and relations.*

For example, let's say you avoid a thirty-minute commute to the office starting at 8:15 am on Monday morning, and another thirty-minute commute back home starting at 5:15 pm. That gives you a full hour of extra time every Monday. But for various reasons—such as the kids having to leave for school at 7:30 pm, an adult class you want to attend starting at 8 pm, your family preferring to eat dinner after 7 pm, and so forth—there's a good chance you won't have the opportunities you want for fun, growth, or family togetherness precisely during these two half-hour time periods.

So you'll have to "shift" these minutes to a more desirable part of the day.

How? Not by shifting the minutes themselves, but by shifting your activities. Simply get in the habit of filling your two "extra" half-hours with discretionary activities you normally do at other times, but which you *can* do at the times telecommuting newly makes available. For example, between 8:15 and 8:45, and again between 5:15 and 5:45—your normal commuting times—you might make some extra telephone calls or do some extra financial computations. Or you might use the time to do laundry, go food shopping, get the car fixed, or help your child with homework.

By chipping away at your work load or family responsibilities during these extra minutes, you effectively free up a full hour from another time of the day or night and make it available to be filled with discretionary activities.

Enjoying The Extra Time

Now let's take a brief look at what most telecommuters say they enjoy doing with their "shifted" extra time:

• Classes, Hobbies, And Personal Time

The time gleaned from physically commuting to work can be used to pursue personal growth and pleasure activities, such as classes at local schools and learning centers, hobbies like pottery or gardening, or just plain fun with friends and relations.

Whether it's continuing education or just the relaxation of doing something for fun, these classes, hobbies, and personal time make up necessary but frequently neglected parts of a well-rounded schedule. Telecommuting gives you the extra time to participate in these kinds of beneficial experiences.

• Extra Sleep

One of the most surprising benefits of telecommuting is the opportunity it brings to put in some extra "sack time." Studies show the average American gets about an hour of sleep per night *less* than doctors recommend for all-around good health.

The usual pattern is to build up a "sleep deficit" during the week, and pay off this deficit by sleeping relatively late on weekend mornings. In a real sense, this extra sleep is itself a form of "time shifting" that reduces the time you have available for relaxation, family experiences, quality of life activities, and even household chores.

Telecommuters frequently say the few extra minutes of sleep they can get because they're not traveling to the office on a particular day makes a big difference not only in their enjoyment of life, but in their productivity and effectiveness on the job.

• Family Time

For many reasons, family time is one of the first

continued on page 53

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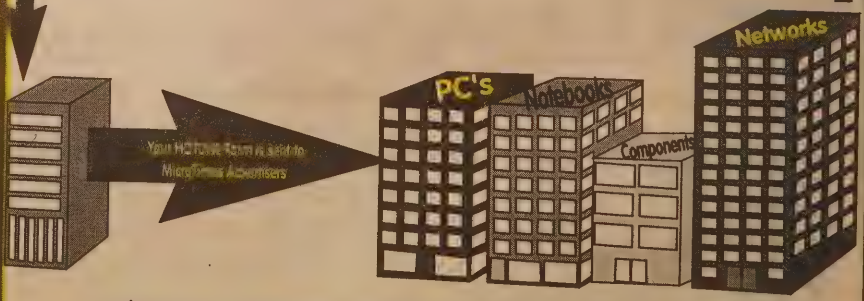
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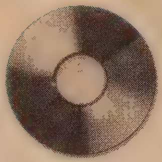

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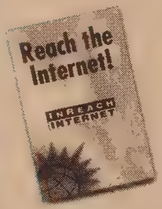

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Telecommuting *continued from page 48*

things to be squeezed out of a schedule that's too jammed with responsibilities and chores.

Spending less time in travel leaves more time for basic family togetherness—helping the kids with their homework or games, enjoying meals together more frequently, or taking time just to be with a spouse.

Telecommuting effortlessly creates many new and exciting opportunities to put family time back into your days.

- **Home Cooking**

Whether they prefer to cook or to eat a home-cooked meal, telecommuters frequently point to home cooking as one of the most enjoyed pleasures they derive from eliminating physical commutes. The extra time required to travel to and from the office often crowds out the time and energy needed to do the shopping and food preparation that's an integral part of home cooking, and sometimes even cuts into the time available to just sit down and enjoy a meal of this kind.

> *Telecommuters frequently point to* **home cooking** *as one of the most enjoyed pleasures they derive from* **eliminating physical commutes.**

- **Self-Scheduling**

While most telecommuters are asked to be available during certain "core" working hours, nearly every telecommuter has the tools and the flexibility to do some or all of their work any time of the day or night they prefer. For example, computer programmers and data keypunchers can start work after midnight, if they wish. Analysts and writers can work for a minute or an hour whenever they light up with an inspiration or a new thought. Number crunchers or theoreticians can keep working on a detailed task or a complex problem until they complete it, regardless of when they start or how late they stay at it.

Because of this flexibility, a telecommuting analyst who puts in two hours of work after dinner doesn't have to begin work the next morning precisely at 8 or 9 am, and a telecommuting number cruncher who works until 9 or 10 pm can legitimately take three hours during the afternoon to attend a daughter's soccer game.

Not surprisingly, telecommuters report this freedom to schedule their own time is one of the most satisfying benefits they receive from this new mode of work.

Making The Transition To Telecommuter

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Telecommuting *continued...*

muters is usually the transitional phase most new telecommuters experience during their first few months of working away from the corporate office.

Like a new driver or a new parent, a new telecommuter faces many practical, emotional, logistical, and strategic concerns to which they attached little or no importance until now. Coping with all these issues for the first time, and simultaneously balancing them into a satisfying work/life style, understandably requires a certain amount of elapsed time, plus a good deal of practice and attention to the details.

> *A telecommuting* **number cruncher** *who works until 9 or 10 pm can legitimately take three hours during the afternoon to attend a daughter's* **soccer game.**

Fortunately, concerned employers and supervisors or managers of new telecommuters can ease some of the difficulties of this transitional period by taking a few simple steps. These include:

• Ask About Problem Areas

It's plain common sense that problems kept in the dark tend to fester, and generally create more difficulties requiring lengthier and more costly solutions than problems openly discussed and thereby given earlier attention and treatment.

So it should be no surprise that the best way to deal with any difficulties that arise while making the transition to telecommuting is to catch them early. This requires some effort—formal or informal—to inquire about problems and to follow up on the answers received.

• Connect Results To Telecommuting Efforts

A good way to reduce the distress of particular telecommuting problems is to put them in context. And the best context is usually based on the results the individual is obtaining directly from his or her telecommuting.

What you're saying to telecommuters, in other words, is something along the lines of: "Sure, you're having problems adjusting to your new telecommuting schedule. But look how much more you've achieved, how much time and effort you've saved, and how much more time you're able to spend with your family—all as a result of your telecommuting."

Hanging in the air is the unspoken question: "Aren't these problems worth the wonderful results you're achieving?" Telecommuters nearly always feel the answer is in the affirmative.

• Ease The Dislocation Problems—Both Ways

Because telecommuting creates extra "transitions" during the week—not just between home and work or work and home, but also between working at work and working at home, as well as between working at home and not working at home—the average telecommuter normally faces a few new and potentially daunting experiences during the work week.

You can ease the transitional problems of new telecommuters by making some of these experiences less intimidating.

For example, take steps not to let telephone messages or in-box

continued on page 268

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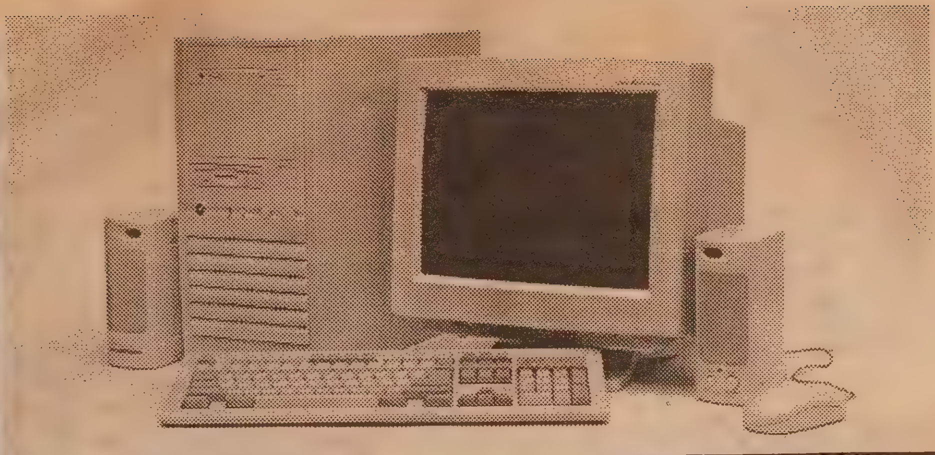

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The Enigma Of JavaScript

What It Is—And A Good Book For Dealing With It

I never thought the day would come in which I would genuinely need to know something about JavaScript. And yet, a few weeks ago, there it was.

JavaScript is the language invented by Netscape for programming interesting things into Web pages. The HyperText Markup Language (HTML) that is used for Web pages is a good tool for page layout, but it is not a programming language.

Somewhere along the line, the commercial browser manufacturers (chiefly Netscape and Microsoft) reasoned that a browser that could render HTML and execute scripts embedded in Web pages would be more useful for business applications than a browser that only rendered HTML.

Allowing executable scripts to be embedded in Web pages is an excellent idea. Web pages become more versatile and the convenience of scripting languages brings Web programming within reach of anyone who creates a Web page (which is almost everyone).

For various reasons, both Netscape and Microsoft invented scripting languages for their respective browsers: Microsoft's entry is VBScript (Visual Basic, Scripting Edition) and Netscape's offering is JavaScript.

JavaScript comes into the world with a couple of things against it. It is easy to be biased against a language that was invented by a company: Can any "corporate" language really be as useful as a language invented by a group of programmers trying to solve concrete problems?

JavaScript also suffers from a completely gratuitous invocation of "Java" in its name. JavaScript has nothing whatsoever to do with the Java language; any syntactic similarities are largely incidental, and JavaScript doesn't use the Java execution environment.

Whether you fall prey to these biases or not, there are times when it's a good idea to know a thing or two about JavaScript, either to write scripts of your own or simply to be more knowledgable about other people's scripts that will run on your desktop when you browse the Web.

Exploring JavaScript

In fact, the Web ought to be the perfect place for this kind of learning. When the need to know something about JavaScript arose, I started out with the JavaScript Guide at Netscape's Web site *(http://home.netscape.com/eng/mozilla/Gold/handbook/javascript).*

> **Somewhere along the line, the commercial browser manufacturers (chiefly Netscape and Microsoft) reasoned that a browser that could render HTML *and* execute scripts embedded in Web pages would be *more useful* for business applications than a browser that only rendered HTML.**

The Netscape guide is okay, but it didn't suit my needs at the time. A quick tour of several East Bay bookstores followed. There are quite a few books about JavaScript, and they are generally long on examples and short on facts—great for introductory knowledge, but not so good for details. Unfortunately there was a pressing need to get to details, so I made do with Web resources until, a few days later, a copy of David Flanagan's *JavaScript: the Definitive Guide*, 2nd Edition, (O'Reilly & Associates) arrived.

Flanagan's book is a large (650 pages) and excellent piece of work that explains in detail what JavaScript is and how to use it.

The material is divided into three sections. One describes the language and its syntax. The second section describes "client-side JavaScript"—the practical business of how JavaScript interacts with Web browsers and HTML. The third section is an extensive reference manual for JavaScript objects, methods, functions, arrays, and properties.

JavaScript is, in many respects, a lightweight language (though it would be incorrect to assume that it's easy to learn or that it has no interesting subtleties). A simple example of a JavaScript program embedded in an HTML page appears in Figure 1. The JavaScript in this example is the single line:

```
document.write('Hello, World!');
```

which inserts the string 'Hello, World!' into the page.

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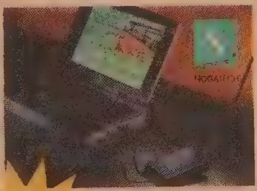

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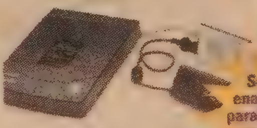

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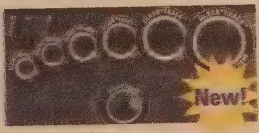

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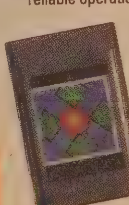

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JAVASCRIPT 'HELLO, WORLD!'

```
<HTML>
<HEAD>
<TITLE>Hello World JavaScript</TITLE>
</HEAD>
<BODY>
The script will complete this page.<P>
<SCRIPT LANGUAGE=”JavaScript”>
  document.write(‘Hello, World!’);
</SCRIPT>
</BODY></HTML>
```

Figure 1

JavaScript is nominally "object-oriented." The example in Figure 1 shows the invocation of method named "write" belonging to the "document" object (the HTML document currently loaded). But JavaScript doesn't have a formal notion of "classes" or "types" that define the structure of objects. A JavaScript object is basically a data structure with named elements and methods.

An interesting feature of JavaScript is the ability to define functions that are invoked by a user's interactions with an HTML page. Figure 2 shows an example of defining a function to be run when the user clicks a button on a form.

Flanagan points out that one of JavaScript's subtleties is its handling of functions. In JavaScript, functions are a datatype, and consequently

CALLING A JAVASCRIPT FUNCTION FROM A FORM

```
<HTML>
<HEAD>
<TITLE>'Hello' Button </TITLE>
<SCRIPT LANGUAGE=”JavaScript”>
function hello(form)
{
 alert(‘Hello, World!’);
 return;
}
</SCRIPT>
</HEAD>
<BODY >
<FORM action=”” method=”POST”>
<INPUT TYPE=”button” VALUE=”Hello”
onClick=”hello(this.form)”>
</FORM>
</BODY>
</HTML>
```

Figure 2

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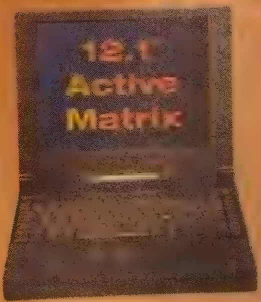

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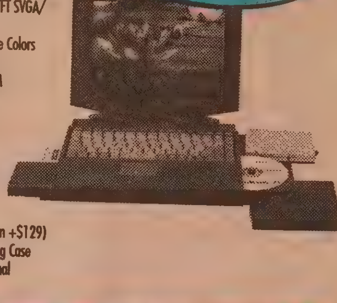
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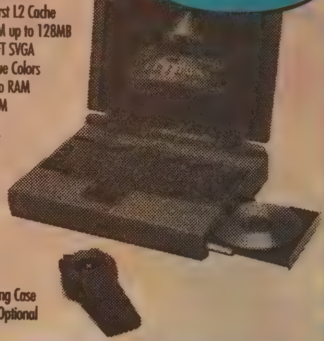
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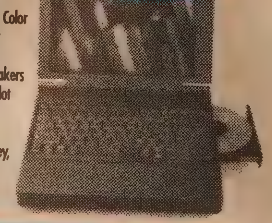
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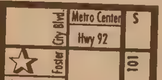

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UNIX *continued...*

it's possible to assign functions to variables and arrays.

The JavaScript Language is heavily influenced by its run-time environment. No one would think of creating a generic programming language that could not perform simple file manipulations. Because JavaScript programs are delivered and run behind the scenes, however, the file manipulation features that other languages take for granted are a substantial security risk, and consequently JavaScript has no facilities for opening, closing, reading, or writing files.

Where *JavaScript: the Definitive Guide* really shines is in its discussion of client-side JavaScript. There are detailed discussions of how JavaScript programs represent and interact with the run-time environment that consists of the browser, its windows, the documents (including images and forms) in the windows, and plug-ins or applets that may be available.

> **Flanagan's book is a large (650 pages) and excellent piece of work that explains in detail what JavaScript is and how to use it.**

In addition there are good discussions of both the JavaScript security model and browser compatibility issues (including techniques for coping with browsers that either don't understand JavaScript at all or implement earlier versions of the language). The use of Netscape's "LiveConnect" framework to allow communication between Java programs and JavaScript is also discussed.

One very desirable feature of *JavaScript: the Definitive Guide* is the way it's written and organized. This book resists the trend of breaking up content into chapters and sidebars and tips and warnings. Instead, what Flanagan has written is a single-threaded narrative that has a clear outline and a good index. Consequently, this one book is useful for both prolonged study and for looking up individual topics. ■

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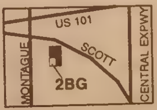

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Office Professional 97 For Windows

Plus The Return Of The Dragon

Once upon a time there was a people who lived by the Mediterranean Sea. They were not as clever as the Greeks, not as beautiful as the Etruscans, not as profound as the Egyptians nor as mercantile as the Phoenicians. And still they conquered the world.

Somehow Rome and its legions always come to mind when I open a new Microsoft product. I have never seen one that is dazzling for its beauty or its concept, but I know it will conquer nevertheless. Case in point is Microsoft Office 97 for Windows. The professional edition arrived recently, and I have been putting it through its paces.

> Office 97 is full of intelligent agents. There are wizards to guide you through difficult projects. There are Word auto-functions to correct grammar and spelling, to format, to apply styles—even to help create a letter.

It did take a lot of room, but it was not hugely bulkier than Office 95. It wants between 79 and 191 megabytes; typical installation is 121 MB, they tell us. For that investment of hard-disk space you get MS Word 97, Excel 97, PowerPoint 97, Microsoft's database Access 97, and a new personal information manager and email application called Outlook. They also include a new mouse (free!), and a copy of Internet Explorer.

Bill Gates would really like you to use the Internet Explorer, as internet browsers are the only part of the known world over which the imperial banner does not preside. There is also a minimal version of the Microsoft Bookshelf, with the excellent American Heritage Dictionary, The Columbia Book of Quotations, and Roget's Thesaurus. With this package, you could easily run a business.

A Few Aggravations

There is some sign of the sort of infelicities that beset Word 6, problems I can only guess arose from a rush to get to market. The bugs were corrected in Word 7, the version that shipped with Office 95. But now there are odd problems for the upgrader from Office 95 to Office 97. Here are four of them:

- First, it seems slower, and it takes longer to load than did Office 95. My documents also take longer to open and save than they did with Office 95.
- When I opened the new version of Word, I discovered that all my carefully constructed tool-buttons had been dismantled and stacked. The work area of the screen had been reduced to less than ten lines. I swore a bit, and rearranged the toolbars. At least my macros still worked.
- When I tried to use the help file for Visual Basic for Applications, I found it had not been installed on my machine by the installation program.
- My favorite add-in, Endnotes, no longer worked. It turns out that in order to get Endnotes to work with Office 97 I will have to buy an update. I found it odd that Niles, the maker of Endnotes, did not have an update ready when Word 97 came out, so I called them to discover why. I asked the technician if Microsoft had given them the help and information they needed. The technician went away and came back to say, "No comment."

New And Improved

There are some new things of value in Office 97, but one does not see them right away.

There are incremental improvements in a large number of utilities. The auto-correct function now will recognize multi-word errors—a blessing for those of us who type "int he" for "in the." In Office 95 the Spelling Checker worked as you typed, but now the Grammar Checker does as well. It is a bit like having one's third-grade teacher looking over one's shoulder, but useful. Spelling errors are underlined in red, and grammatical problems are underlined in green.

These functions are part of a movement we foresaw in our predictions for 1997: the coming of intelligent agents. Office 97 is full of them. There are wizards to guide you through difficult projects. There are Word auto-functions to correct grammar and spelling, to format, to apply styles—even to help create a letter.

There are agents in each of the Office applications. The best known is the little wizard called "the Office Assistant" who sits in the corner of the screen and offers helpful hints. He or she—what is the gender of an animated paperclip?—is based on research by Microsoft and by Nass and Reeves at Stanford. If you seem to be lost, the wee beast will offer advice. You can also click on it to get information, and the agent reappears any time you click the F1 key for help. It can (mercifully) be turned off.

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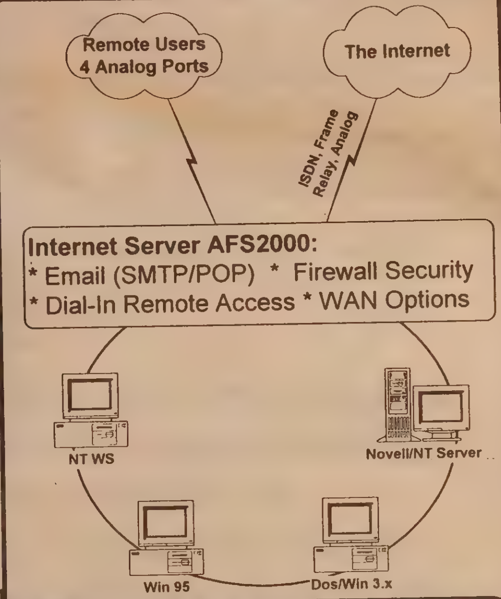
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The agent is supposed to be able to give one-answers to natural-language questions, but it is not yet very good at it. When I asked, "How do I turn you off?", I got information on eight topics but none about dismissing the wizard.

Though annoying, I suspect these little animations are the forerunners of many agents we will soon see in programs and on the Web. They are part of a move to give programs more autonomous intelligence. They help us to move through whatever process is at hand without having to use menus and buttons.

Some of the little agents can be customized, which makes them genuinely useful. Although one can also turn most of these agents off, they are going to be more and more common in desktop software and on the Internet. We might as well get used to them.

There is also a collection of new and revised tools. My favorite are the graphics tools in Word 97 that allow you to create most of the simple illustrations you might need in a document. There are basic shapes (polygons, arrows, flow-chart items) and free-hand drawing tools. There are also ways of three-dimensionalizing objects on the page, with controls over lighting, shadow and color. As you can save your documents in HTML format, you may find yourself using MS Word for much of your Web page design.

> **The agent is supposed to be able to give one answers o natural-language questions, but it is not yet very good at it. When I asked, "How do I turn you off?", I got information on eight topics but none about dismissing the wizard.**

Outlook

As a writer I use my word processor most, but close behind are my email software and my personal information manager. These are currently Netscape Mail and InfoSelect.

The Redmond Legions want those niches, and have fielded Outlook in an attempt to capture them. It is an integrated email/calendar/contact-manager that wants to handle all of your communications for you. It is an inspired idea, and, if done right, could become the centerpiece of an office suite.

But I found Outlook fussy and difficult to use. It declined to recognize that I had Netscape installed, and huffily announced that there was no browser available to see some incoming mail in HTML format. It was slow and awkward to create appointments in the calendar and tasklist. When I could not find any way to import my address-book from Netscape mail, I returned to my customary software.

Microsoft has tried in each edition of Office to make a killer Personal Information Manager. In Office 95 there was the Scheduler; Office 97 has Outlook. They are getting better at it, and might succeed in the next iteration.

Excel

Excel, on the other hand, is irreplaceable. It has mastered the marketplace just because it is so good, and seems to get better with each successive version.

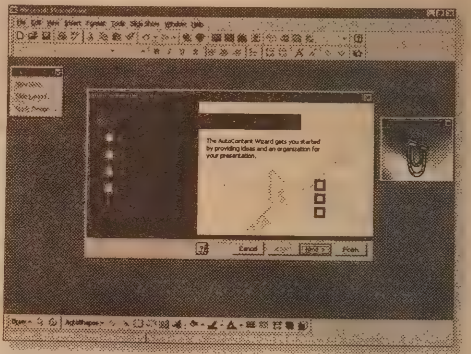
This time a great deal of attention has been paid to "pivot tables," which is Excel jargon for cross-tabulations. You can take an Excel database and create a summary by any available criteria: region by month, or item by salesperson, and so on.

One of the wizards provided by Microsoft will guide you through the creation of a pivot table. I was able to extract vital information out from an old database with this feature in Excel. It took less than two minutes with the Pivot-Table Wizard.

PowerPoint

PowerPoint also retains its market dominance just by being very, very good. It allows you to build presentations in short order.

Microsoft has recognized that many people are occasional users of PowerPoint, people who suddenly must make a presentation and have never laid hands on presentation software before. PowerPoint's wizards greet them when they open the program and offer to conduct them all the way through the process. I tried working with the Auto-Content Wizard, and it really did take me from start to finish in a simple presentation. The Office Assistant helped me find how to do one thing that was not obvious. Dale Carnegie's tips are built in, so you have advice on organizing your presentation.



The AutoContent Wizard gets you started by providing ideas and an organization for your presentation.

Access

Access (which is available in the Professional edition) has become one of the standards of the database world simply because of the might of Microsoft, but it has never struck me as particularly easy to use. It comes in this edition with a family of new agents, including the Office Assistant.

Curious to see if the new wizards would facilitate things, I tried it on a data-conversion problem. I discovered that I could not make the conversion without extensive programming. Ah, well. Perhaps the truly easy-to-use Access will also appear in the next edition of Office. Access does have the ability to save its results as HTML tables, and it now has facilities for publishing to the Web.

To Buy Or Not To Buy?

Is it worth getting Office 97? It is probably not worthwhile for the average user of Office 95. The improvements are significant, but I would not spend the money and time for what is basically a polishing of the brightwork.

But there are two groups who might want to buy Office 97: new users and developers. If you are a user of another product and want to jump to Microsoft, they have made the price attractive for you. You can upgrade many rival suites or from rival word processors, databases, presentation programs or spreadsheets—Microsoft's PR firm mentioned Wordstar and VisiCalc 1.0 to me on the phone—to Office for $249 and to Office Professional for $349. These are list prices, and the prices may be a bit lower

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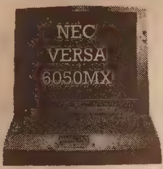

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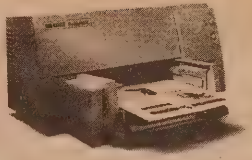

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C2642A	DeskJet 400	600x600	$179.99
C4549A	DeskJet 680C	600x600	$[illegible].99
C4531A	DeskJet 820CXi	600x600	$[illegible]
C3540A	DeskJet 1600C	600x600	$1259.99
C3541A	DeskJet 1600CM	600x600	$1869.99

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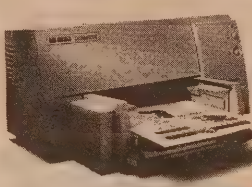

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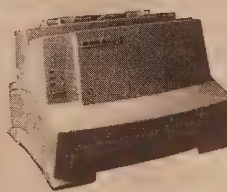

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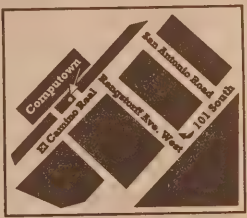

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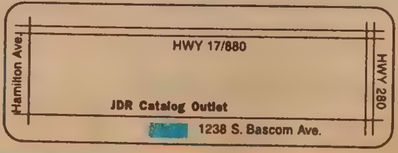

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at retail stores. The bad news is, if you have Office 95 and did not buy it in the last six months, it will cost you the same $249 or $349 to upgrade.

If you are a developer, Office 97 has truly significant new integration tools. Visual Basic for Applications has arrived. It is now possible to program the applications, singly or in concert, to do exactly what you want. We have reviewed "superapplications" for Windows several times in the past years, and this summer we will take a look at what VBA makes possible.

Return Of The Dragon

Two months ago I wrote a review of DragonDictate, software for Windows that allows you to dictate text and to otherwise control a computer with voice alone. I said that it was extraordinarily vulnerable to sound-card incompatibility, and that therefore it had not worked for me.

A couple of readers wrote in and said it worked for them.

One reader from Berkeley was quite wroth with me, and suggested that I had not adjusted my microphone, had not read the manual, and had not talked with DragonDictate's tech support. Not so. I spent hours with the manual, and talked at length with Dragon Systems Tech Support. I adjusted my microphone level with software controls. I also changed microphones twice, once to a broadcast-quality mike of my own, and once to an alternate provided by the Dragon Folks.

John Oram, a custom-system designer in Sacramento also wrote. I excerpt and rearrange what he said below, with his permission.

"Read your 02/03/97 Business Solutions column in *MicroTimes* about DragonDictate. I have been using DragonDictate for about 2 years... I use DragonDictate because of RSI (Repetitive Stress Injury). I can still use the keyboard, but not for more than about an hour per day...I also have sold DragonDictate to various clients.

"Your difficulties were not unusual. Hardware problems because of soundboard compatibility is the #1 problem with DragonDictate...

"DragonDictate's tools are NOT well-documented in the manual(s) provided. Dragon Systems still suffers from being a research & development technology company, not a marketing organization...

"In Sacramento we have an excellent DragonDictate dealer, Michael Moser at EXAQ Micro Services. Michael has been selling DragonDictate for over four years. EXAQ has a full-time training facility and a trainer who also goes on-site...

"Usability of DragonDictate is directly related to TRAINING. That fact is the most overlooked thing by columnists like yourself. The people at Infoworld did a comparison last year of the three speech-to-text products. Their testers were not able to produce a rough draft of a column within a two-week time frame. I think they could have, had they had proper training.

"...To the best of my knowledge, NO publication has had their staff trained by an EXPERIENCED installer for any of the speech-to-text products DURING the evaluation period. Without PROPER TRAINING, ALL the speech-to-text products will give less than satisfactory performance...Often showing less than 10% to 15% of what the products are actually capable of doing.

"The reason I recommend Michael Moser at EXAQ Micro Services is because he actually uses DragonDictate. Michael's wife & EXAQ's

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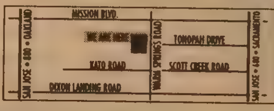

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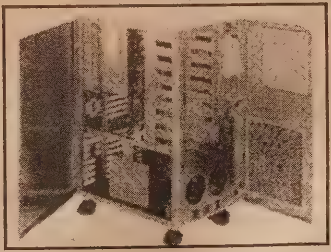

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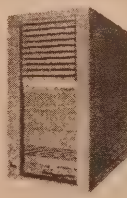

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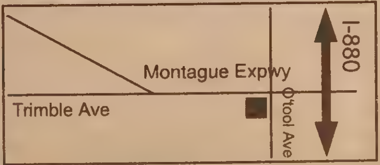

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Small Office/Home Office *continued...*

office manager, Becky, was forced to find an alternative to keyboarding five years ago. She was a medical transcriptionist and got RSI. Her income was threatened.

"Becky started with DragonDictate for DOS. She immediately found the same problem everyone has with speech-to-text; an initial decrease in work output. But when Becky learned to use 'voice macros' and the application's macros, her productivity increased to its original level and often exceeded by 10% to 30% her old level of output. That meant she made more money, because medical transcriptionists are paid for volume of output.

"From that personal experience EXAQ Micro Services has developed an efficient training system that is hands-on. You are trained on both DragonDictate and how to effectively use your application's shortcuts. Without using this combination, speech-to-text is going to be a pain to use. Frustration will set in and you will find all the flaws in the individual products.

"I admit to being partial to DragonDictate. However, I have used both the other systems (Kurzweil & IBM's OS/2 product)...Both of the groups who tried selling me the other systems did not use their products for daily office procedures.

"I will be the first to admit that it takes time to set up the application micros and then the voice micros to make a new application speech-to-text aware and work properly...However, I am using DragonDictate with several applications that Dragon Systems says won't work, simply because I took the time to get trained on how to use ALL the tools in DragonDictate."

Thank you, Mr. Oram. It is clear that the Dragon has users who love it. May I repeat the suggestion with which I closed the original column? If you are considering buying DragonDictate, call their technical support first to be sure that your sound card will work with it. ■

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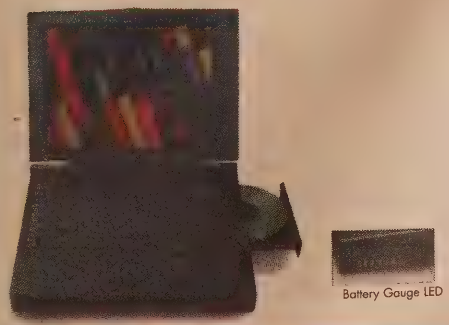

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Getting Credit Where Tax Is Due

New Rules For Software/Hardware Development Tax Credits

Hallelujah, the Small Business Job Protection Act of 1996 was signed into law last August. Its provisions, plus concurrent tax legislation, represent the broadest sweep of legislative changes affecting the Internal Revenue Code since it was all shook up in 1986. Among provisions having major impact on the computer industry are amendments to the Section 41 credit for increasing research activities, commonly known as the R&D credit.

The new rules are generally beneficial to the computer industry, and to start-up software companies in particular. Indeed, the changes were lobbied for by the Software Publishers Association (SPA) and numerous small business trade associations. The rules also benefit companies which are not in the computer industry, but that hire programmers to develop software for internal use.

SPA president Ken Wasch affirmed, "The R&D Credit helps provide these companies with the capital needed to fund projects that allow them to maintain their competitive edge."

A taxpayer must engage in "research and experimentation" to be eligible for the R&D credit. The eligibility requirements are complex, but both hardware and software development costs often qualify.

Who Gets It

To be eligible, research must be undertaken for the purpose of discovering information that is technological in nature, the application of which is intended to be useful in the development of a new or improved business component of the taxpaying company. Consistent with the legislative history, "business component" is defined to include computer software. The research must be conducted within the United States, and must pertain to functional aspects, performance, reliability, or quality of the business component.

The legislative history clearly recognizes that the cost of developing software for sale to others may be credit eligible.

The eligibility of internal use software, however, is murkier. The law says that research behind computer software which is developed by (or for the benefit of) the taxpayer primarily for internal use is generally not qualified research, and hence not credit eligible, "except to the extent provided in regulations." Although the rule was introduced in 1981, regulations expressly addressing internal use software have never been issued.

The closest guidance comes in a 1986 Congressional conference report. Such reports help courts understand Congress's intent, but are not legally binding. The report explains that the rule should be construed such that internal use software costs are eligible only if, in addition to satisfying the general requirements for credit eligibility, the taxpayer can establish that the software 1) is innovative, 2) involves significant economic risk for development, and 3) is not commercially available for use by the taxpayer.

> ***The Small Business Job Protection Act of 1996, plus concurrent tax legislation, represent the broadest sweep of legislative changes affecting the Internal Revenue Code since it was all shook up in 1986.***

In 1994, regulations were issued having to do with the year in which R&D costs may be deducted. Legal commentators have opined that these regulations made it clear enough that software developed for internal use can qualify for the R&D credit.

The 1994 regulations also clarify that credit eligibility depends on the nature of the research activity—rather than the nature of the product or improvement being developed. In the case of internal use software, what matters is that the software design be new and experimental, rather than the use to which the software is placed.

Within the past couple of years, it has become fairly common for software developers to claim the credit.

1996 Changes

With the 1996 tax act, Congress created the Alternative Incremental Credit. A taxpayer may elect to forgo the standard method of computing the credit (discussed below) and instead elect an alternative computation.

This is a one-time deal. If you would benefit from the election but fail to make it in your first tax year beginning after June 30, 1996, you can't make it later on. But if you do make the election, be prepared to live with it. Unless the IRS

continued on page 82

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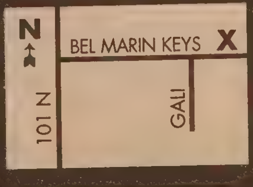

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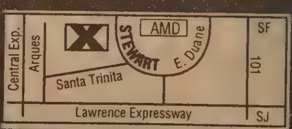

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-James McCoy, Owner

The JAMing Blow OUT!

Intel Triton II Chipset Motherboard w/512 P/B Cache, ZIF Socket 7, IO/IDE Controller
Supports MMX, PnP BIOS
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1.08GB
1.44 Floppy
Impression 3 PLUS SVGA .28 14" Monitor
1MB SVGA Video Card w/MPEG
6X CD-ROM IDE
16-Bit PNP Sound Card
60-Watt Speakers
33.6 Voice/Fax/Modem
Mini Tower w/230W PS
Win 95 104 Keyboard, Mouse, & Microphone
Windows 95 Registered in Your Name w/CD
MS Works 97, Money 97, & Comptons 97
FREE Pre-Installed Shareware Games

P5/100	$1115	AMD K5133	$1100
P5/120	$1125	Cyrix/120+	$1110
P5/133	$1155	Cyrix/150+	$1120
P5/150	$1180	Cyrix/166+	$1170

The JAMing Special 15B

Triton II Chipset Motherboard w/512 P/B Cache, ZIF Socket 7, Built-on IO/ IDE Controller, PnP BIOS, Supports MMX
CPU w/Cooling Fan
16MB RAM 60ns 72-Pin EDO
1.7GB
1.44 Floppy
Impression 5 Plus SVGA .28 15" Monitor
3D 2MB EDO S3Virge Video Card w/Games
8X CD-ROM IDE
16-Bit PNP Sound Card
240-Watt Speakers w/Built-in Subwoofer
33.6 Voice/Fax/Modem
Mini Tower w/230W PS
104 Keyboard, Mouse, & Microphone
Windows 95 Registered in Your Name w/CD
MS Works 97, Money 97, & Comptons 97
FREE Pre-Installed Shareware Games

P5/120	$1300	AMD K5133	$1285
P5/133	$1330	Cyrix 150+	$1295
P5/150	$1355	Cyrix 166+	$1345
P5/166	$1470	Cyrix 200+	$1415

The JAMing 15 3D

Triton II Chipset Motherboard w/512 P/B Cache, ZIF Socket 7, Built-on IO/H-IDE Controller, PnP BIOS,
CPU w/Cooling Fan
16MB RAM 60ns 72-Pin EDO
2.1GB
1.44 Floppy
Impression 5 Plus SVGA .28 15" Monitor
3D S3Virge 2MB EDO Video Card w/Games
12X CD-ROM IDE
16-Bit PnP Sound Card
240-Watt Speakers w/Built-in Subwoofer
33.6 Voice/Fax/Modem
Mid Tower w/230W PS
Win 95 104 Keyboard and Mouse
Windows 95 Registered in Your Name w/CD
MS Works 97, Money 97, & Comptons 97
Pre-Installed Shareware Games

P5/133	$1400	AMD K5133	$1345
P5/150	$1425	Cyrix/150+	$1365
P5/166	$1540	Cyrix/166+	$1415
P5/200	$1730	Cyrix/200+	$1485
MMX/166	$1645	MMX/200.	$1830

The JAMing 17 3D

Triton II Chipset Motherboard w/512 P/B Cache, ZIF Socket 7, Built-on IO/ IDE Controller
PnP Flash BIOS,
CPU w/Cooling Fan
16MB RAM 60ns 72-Pin EDO
2.5GB
1.44 Floppy
Impression 7 Plus .27 SVGA 17" Monitor
3D S3 Virge 2MB EDO Video Card w/games
12X CD-ROM IDE
16-Bit PnP Sound Card
240-Watt Speakers w/Built-in Subwoofer
33.6 Voice/Fax/Modem
Mid Tower w/230W PS
Win 95 104 Keyboard and Mouse
Windows 95 Registered in Your Name w/CD
MS Works 97, Money 97, & Comptons 97
Pre-Installed Shareware Games

P5/133	$1675	AMD K5133	$1620
P5/150	$1700	Cyrix 150+	$1640
P5/166	$1815	Cyrix 166+	$1690
P5/200	$2005	Cyrix 200+	$1760
MMX/166	$1920	MMX/200.	$2105

The JAMing MultiMedia 3D

Triton II Chipset Motherboard w/512 P/B Cache, ZIF Socket 7, Built-on IO/ IDE Controller
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1.44 Floppy
Impression 7 Plus .27 SVGA 17" Monitor
Diamond Stealth 3D S3 Virge 2MB EDO
Upgradable to 4MB EDO for Just $40
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Sound Blaster 32 PnP Sound Card
Yamaha YST-M10 Speakers
33.6 Voice/Fax/Modem
Mid Tower w/230W PS
Win 95 104 Keyboard & Mouse
Windows 95 Registered in Your Name
MS Works 97, Money 97, & Comptons 97
Pre-Installed Shareware Games

P5/133	$1855	AMD K5133	$1795
P5/150	$1880	Cyrix 150+	$1820
P5/166	$1995	Cyrix 166+	$1870
P5/200	$2185	Cyrix 200+	$1940
MMX/166	$2100	MMX/200.	$2285

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12X CD-ROM IDE
Sound Blaster 32 PnP Sound Card
Yamaha YST-M10 Speakers
33.6 Voice/Fax/Modem
Mid Tower w/230W PS
Win95 104 Keyboard & Mouse
Windows 95 Registered in Your Name
MS Works 97, Money 97, & Comptons 97
Pre-Installed Shareware Games

P5/133	$1995	AMD K5133	$1940
P5/150	$2020	Cyrix 150+	$1960
P5/166	$2135	Cyrix 166+	$2010
P5/200	$2325	Cyrix 200+	$2080
MMX/166	$2240	MMX/200.	$2425

The JAMing Office Pro

Triton II Chipset Motherboard w/512 P/B Cache
ZIF Socket 7, Built-on IO/ IDE Controller, PnP BIOS,
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32MB RAM 60ns 72-Pin EDO
3.8GB Hard Drive
1.44 Floppy
Impression 7 Plus SVGA .27 17" Monitor
2MB EDO S3 Virge 3D Video Card
12X CD-ROM IDE
16-Bit PNP Sound Card
240-Watt Speakers
33.6 Voice/Fax/Modem
Mid Tower w/230W PS
Win95 104 Keyboard and Mouse
Windows 95 Registered in Your Name w/CD
MS Office Pro 97 & Comptons 97
Pre-Installed Shareware Games

P5/133	$1925	AMD K5133	$1870
P5/150	$1950	Cyrix 150+	$1890
P5/166	$2065	Cyrix 166+	$1940
P5/200	$2255	Cyrix 200+	$2010
MMX/166	$2170	MMX/200.	$2355

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Intel Triton TX Chipset Motherboard w/512 P/B Cache, ZIF Socket 7, Built-on IO/ IDE Controller
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33.6 Voice/Fax/Modem
ATX Tower w/230W PS
Win 95 104 Keyboard and 3-Button Mouse
Windows 95 Registered in Your Name w/CD
MS Works 97, Money 97, & Comptons 97
Pre-Installed Shareware Games

P5/150	$2010	Cyrix 150+	$1950
P5/166	$2125	Cyrix 166+	$2000
P5/200	$2315	Cyrix 200+	$2070
MMX/166	$2230	MMX/200.	$2415

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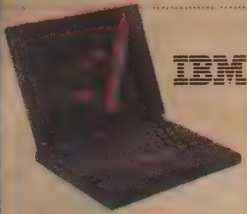
C-120T	Pentium™/120	8MB	1.0GB	11.8" SVGA TFT	$2698.
M-120T	Pentium™/120	16MB	1.0GB+4X	11.8" SVGA TFT	$2948.
M-133T	Pentium™/133	16MB	1.0GB+6X	11.8" SVGA TFT	$3448.
E-133T	Pentium™/133	16MB	810MB	11.3" SVGA TFT	$2548.

Hitachi Notebook Computers



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- **ThinkPad 560:** *Ultimate Sub-Notebook, Now with 2GB,* **IN-STOCK**

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ThinkPad 760ED	Pent-™/133	16MB	2.1GB+6X	12.1" SVGA TFT	$5268.
ThinkPad 560	Pent-™/120	8MB	810MB	12.1" SVGA TFT	In Stock
ThinkPad 560	Pent-™/133	8MB	1.08GB	12.1" SVGA TFT	In Stock
ThinkPad 560	Pent-™/133	8MB	2.1GB	12.1" SVGA TFT	In Stock
ThinkPad 365XD	Pent-™/120	8MB	1.08GB+6X	10.4" SVGA TFT	$2238.
ThinkPad 365XD	Pent-™/133	8MB	1.35GB+6X	11.3" SVGA TFT	$2888.

TEXAS INSTRUMENTS

Travelmate 6000 Pentium Notebooks

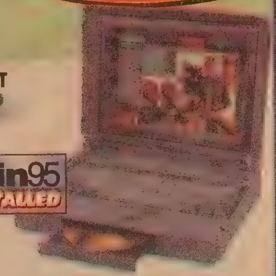
†MMX Model

Model	Processor	Ram	HD	Screen	Price
Extensa 650CD	Pent-™/133	16MB	1.35GB	12.1" SVGA DSTN	$1868.
Extensa 660CD†	Pent-™/166	16MB	1.35GB+10X	12.1" SVGA DSTN	$3078.
Extensa 660CDT†	Pent-™/166	16MB	2.1GB+10X	11.3" SVGA TFT	$3728.
Extensa 900	Pent-™/133	16MB	1.35GB	12.1" Dual Scan Clr	$3078.
Extensa 900CDT	Pent-™/133	16MB	1.35GB	12.1" SVGA Active Clr	$3998.
TM-6020	Pent-™/120	8MB	1.08GB	11.3" SVGA Active Clr	$2598.
TM-6050	Pent-™/150	16MB	1.35GB	12.1" SVGA Active Clr	$3538.
TM-6160	Pent-™/166	32MB	2.1GB+10X	12.1" SVGA Active Clr	$4658.
TM-6160NT	Pent-™/166	32MB	2.1GB+10X	12.1" SVGA Active Clr	$4848.

TECRA 740CDT $6???

TECRA 730CDT $5???

TECRA 510CDT $4???



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Model	Processor	Ram	HD	Screen	Price
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OmniBook 5500CS	Pent-™/100	16MB	772MB	11.3" SVGA DSTN	$1288.
OmniBook 5500CT	Pent-™/133	16MB	1.86GB	12.1" SVGA TFT	$3388.

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110CT	Pentium™/100	8MB	772MB	11.3" Active Clr.	$1748.
200CDS	Pentium™/100	8MB	772MB+6X	11.3" Dual Scan	$1548.
420CDT	Pentium™/100	8MB	1.2GB+6X	11.3" Active Clr.	$2448.
430CDS	Pentium™/120	16MB	1.2GB+10X	11.3" Dual Scan	$1988.
430CDT	Pentium™/120	16MB	1.2GB+10X	11.3" Active Clr.	$2598.
650CT*	Pentium™/133	16MB	1.2GB	11.3" Active Clr.	$3636.
660CDT*	Pentium™/150	16MB	1.2GB+10X	11.3" Active Clr.	In Stock
500CS	Pentium™/120	16MB	1.2GB	12.1" Dual Scan	$1748.
500CDT	Pentium™/120	16MB	1.2GB+6X	12.1" Active Clr.	$3498.
510CDT	Pentium™/133	16MB	2GB+10X	12.1" Active Clr.	$4???.
730CDT	Pentium™/150	16MB	1.2GB+6X	12.1" Active Clr.	In Stock
730XCDT†	Pentium™/150	16MB	1.2GB+6X	12.1" Active Clr.	In Stock
740CDT	Pentium™/166	16MB	2.1GB+10X	13.3" Active Clr.	In Stock

*SubNotebook †MMX Model

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Versa 6050MX	Pent-™/150MMX	16MB	2.1GB+10X	12.1" Active Clr	$4848.
Versa 6200MX	Pent-™/166MMX	32MB	2.1GB+10X	13.3" Active Clr	$5948.

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Compaq*	$598.	$748.	$798.
IBM*	$648.	$748.	$848.

*Most Models

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5200D	Pent-™/200MMX	32MB	2.5GB+12X	$2028.
6200D	Pent-™/Pro200	32MB	3.0GB+12X	$2398.
6200M	Pent-™/Pro200	32MB	4.3GB+12X	$3378.

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The Making Of An Internet Business *continued...*

Actually, a huge machine. We've got two slightly smaller machines as part of the production process as well.

And we need more.

Reality check: Bigger is better. Faster is better. Better is better. Prepare to spend the rest of your business life routinely upgrading your equipment. "You can't have too much computer equipment." (Think about that one for a moment.)

Decisions, Decisions

At some point after you've opened an Internet shop, you'll be faced with what will seem like a major dilemma: Do we continue spending money on development, or do we start spending on sales and marketing?

This is such a tough one because no product is "perfect" out of the gate. But, reality check: Sales pay the bills, development specs don't. If you're constantly hearing, "They would have bought it but we didn't have feature X," then you probably don't know your target market as well as you should.

At some point, you have to spend time to make money, because if you spend all your time making things and not money, you'll find you don't have any money to spend to make things and money.

Got it?

Is Any Of This Worthwhile?

After many sleepless nights and weekends developing the next killer product or service, the moment of truth arrives when you open your shop for real business. The most important thing I keep track of early in any process is not sales, not leads, and not product reviews, but "happy" customer comments.

We've been so fortunate that our "happy customer ratio" is off the charts. Overwhelmingly, our customers have liked what we've done... and like our service.

Now, we may not have as many customers as Netscape or Microsoft, but I'll bet you our happy-customer ratio is better than theirs.

Why is this important? Reality check: You're either doing something useful and people are responding, or you have people just being polite to you. Descriptions like "great" and "amazing" mean people are responding. Anything less and people are being polite.

This is, perhaps, the hardest thing to own up to as an entrepreneur: Do I really have a good idea here?

Reality check: Tough as it may be, it's infinitely better to know this sooner rather than later.

Next month, I'll catch up on "Hiring in Silicon Valley." ■

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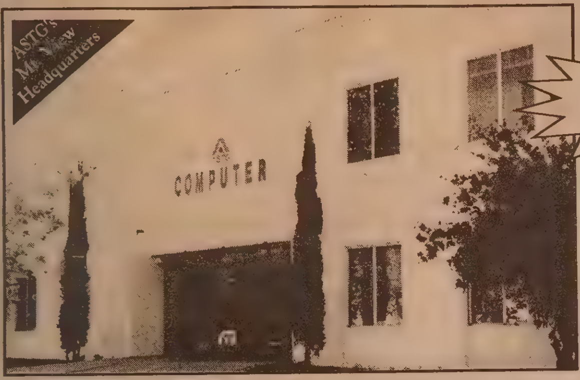

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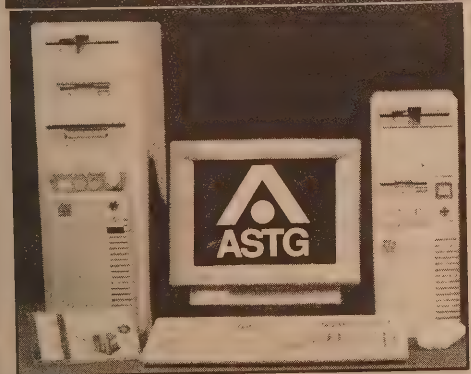

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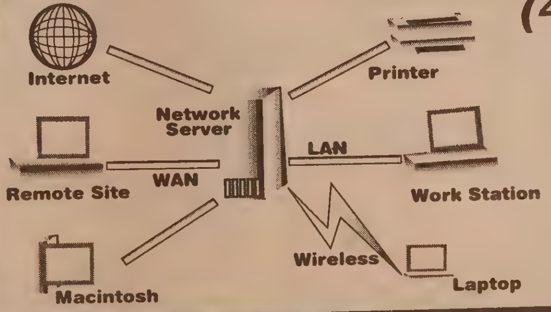

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for tax years ending after June 30, 1996, the definition is expanded to also include businesses that have both gross receipts and qualified research expenses for the first time in a tax year that begins after 1983.

This expansion is a real bonanza for the computer industry. Because most hardware and software developers in business today didn't get started until well after 1983, the number of them suddenly qualifying for this benefit will be high.

To date, some developers may have suspected they were entitled to the credit, but figured it wasn't worth the hassle of computing their fixed-base percentage in order to claim it. Now that the fixed-base percentage is automatically set at 3% for start-up companies, the credit computation is mechanically simple after the amount of eligible expenditures is established.

> ***The law says that research behind computer software which is developed by (or for the benefit of) the taxpayer primarily for internal use is generally NOT QUALIFIED RESEARCH, and hence NOT CREDIT ELIGIBLE, "except to the extent provided in regulations."***

The Abyss

Before President Clinton signed the Small Business Job Protection Act, the credit for increasing research activities had already expired—for the seventh time in its 15-year history. Although it was widely anticipated that the credit would again be reinstated retroactively, that turned out not to be the case. Instead, for the first time since the credit was introduced in 1981, there has been a gap in coverage. Even the new credit does not apply to research expenses incurred during the 12-month period from July 1, 1995 through June 30, 1996.

Because of this gap in coverage, those claiming the credit will need to make a special short-period calculation to exclude from the credit calculation any expenditures made while the credit was not in effect. This will add some complexity to tax return preparation. For example, for a calendar year 1996 return, you will need to isolate R&D expenditures incurred after June 30th from expenditures incurred before that date. Depreciation and amortization will need to be similarly allocated.

It will also be necessary to prorate the base amount to take the gap into account. A calendar year taxpayer will first compute the base amount as if there were no gap in coverage, and then multiply it by 184/366, because there are 184 days in 1996 after the credit was reinstated, and 1996 is a leap year.

If the credit is not extended, a similar computation will be required again in the future. The credit base amount is reduced to take into account all the credit's expirations. If you forget about this adjustment, you will wind up paying too much tax.

If you elect the alternative incremental research credit, the computation is handled differently. All qualified research expenses incurred during the first 11 months of the first tax year that the election is in effect will qualify, even if the credit had lapsed for part of that period.

The new R&D rules will benefit the small developer even more than it will the big fish. Don't expect to make a fortune off this tax credit, but don't overlook it either. ■

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David's Torturous Presentation of the Two Alternative Credit Computations (monograph).

Internal Revenue Code Section 41, Credit for Increasing Research Activities

Treas. Reg. § 174-2, Definition of Research and Experimental Expenditures, T.D. 8562, 59 Fed. Reg. 50159-50161 (Oct. 3, 1994)

RESOURCES:

Small Business Job Protection Act of 1996
(Public Law 104-188, August 20, 1996)

Staff of the Joint Committee on Taxation, General Explanation of the Economic Recovery Tax Act of 1981
pages 119-124

House Report No. 99-841
99th Congress, 2nd Session, pg. II-73, 1986

"Is the Deductibility of Costs of Developing Internal-Use Software Still an Issue?"
D. Knowles and F. Parker, Jr.
Journal of Taxation, August, 1995

"The R&D Credit Is Again Restored—With Changes"
Marsha Peters and Janet Wong
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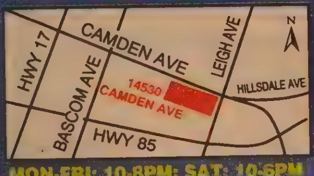

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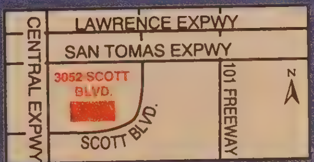

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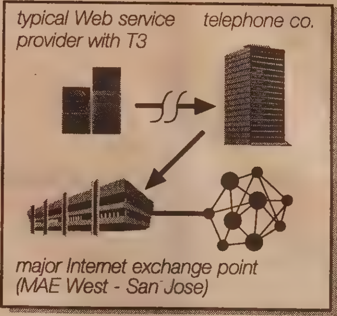
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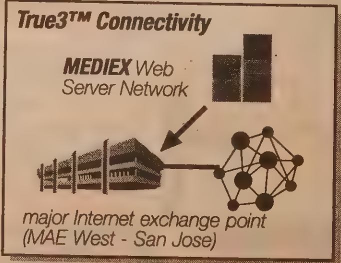
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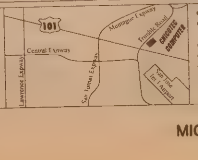

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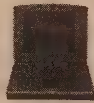

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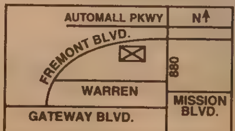

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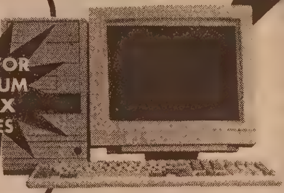

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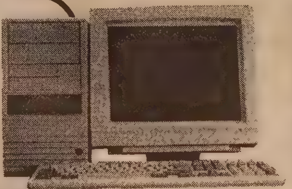

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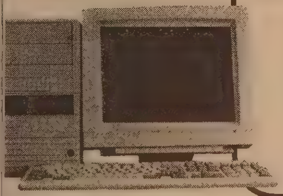

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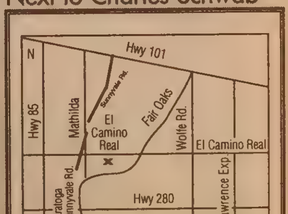

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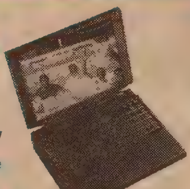


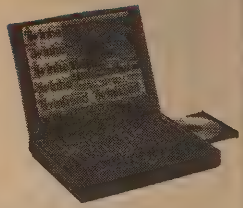
- Intel Pentium Processor P75- P200
- 16MB RAM exp. to 80MB, 256K Cache
- PCI IDE & Video w/2MB Video RAM
- Removable FDD, HDD (1.08GB to 2.1GB)
- 12.1" Active (800x600) or 13.3" (1024x768) Active Display
- 16-bit Stereo Sound System w/2 Speakers &1 Microphone
- 8 X CD-ROM, Touch Pad Mouse, Infrared Wirless Interface
- 1 Type II and 1 Type III PCMCIA Slots
- Li-Ion Battery, AC Adaptor, Carrying Case, Interlink Cable
- Smartbay For Optional 2nd Battery/2 HDD/CD-ROM
- Built-in Software MPEG & Video-in Port
- Windows 95 Release II w/Manual & CD. Windows NT 4.0 Optional

Windows 95
Included
Windows NT 4.0
Compatible

1.08G, 16MB	P100	P133	P166	P166M	P200	P200M
12.1" Active	$2720	$2760	$2930	$3050	$3160	$3280
13.3" Active	$3320	$3360	$3530	$3650	$3760	$3880

TWINHEAD SLIMNOTE 9

Brand Name, Factory Direct Service



- Intel Low-Voltage Pentium Processor
- 256K Cache, 64-Bit, 2MB Video RAM
- EDO RAM Upgradable to 64MB
- 10 x Speed CD-ROM Drive, Built-in TV & Game Port
- 16-Bit Stereo Sound, 2 Type II PCMCIA Slots.
- Removable FDD & HDD. Built-in TouchPad Mouse.
- NIMH or Li-Ion Battery. Long Battery Usage Time.
- Windows 95 Release II w/Manual & CD. (6.5 lb.)

9133CVN-133/16MB/1.3GB/NIMH 11.3" D.S.	$2100
9133TVN-133/16MB/1.3GB/NIMH 11.3" TFT	$2530
9133TZ-133/16MB/1.3GB/Li-Ion/33.6K F/M w/Voice 12.1" TFT	$3000
9150TZ-150/32MB/2.1GB/Li-Ion/33.6K F/M w/Voice 12.1" TFT	$3500

BEGINNER'S HOME MULTIMEDIA SYSTEM

- Intel Pentium CPU & CPU Fan
- Intel Triton Chipset Plug & Play PCI M/B
- Built-In w/256K Pipeline Burst Cache, PCI EIDE/IO
- Deluxe Mini Tower Case w/230 Watt PS
- 8 MB (expandable to 128 MB) RAM, 3.5" FDD
- Trident Fast PCI SVGA Card w/1 MB DRAM & MPEG
- 1.6GB EIDE HDD
- Microsoft 2-Button Serial Mouse
- Mitsumi Windows 95 104-Key KB
- Panasonic 12X CD ROM Drive
- ESS Technology 1868 3D Stereo Sound Card
- One Pair of 60-Watt Stereo Speakers
- Windows 95 Release II w/CD & Manual

P100	$780
P133	$820
P166	$990
P166M	$1140
P200	$1220
P200M	$1370

DELUXE MULTIMEDIA SYSTEM

- Intel Pentium CPU & CPU Fan
- FIC Intel Triton Chipset Plug & Play PCI M/B
- Built-In w/512K Pipeline Burst Cache, PCI EIDE/IO
- Deluxe Mini Tower Case w/230 Watt PS
- 16 MB EDO 60ns RAM, 3.5" FDD
- S3 Virge 64 PCI SVGA Card w/4 MB DRAM & MPEG
- 2.1GB EIDE HDD
- Microsoft 2-Button Serial Mouse
- Mitsumi Windows 95 104-Key KB
- U. S. Robotic 33.6K Internal Fax/Modem w/Voice
- Panasonic 12 X CD ROM Drive
- Sound Blaster 32 Plug & Play Stereo Sound Card
- One Pair of 240-Watt Stereo Speakers
- Windows 95 Release II w/CD & Manual

P100	$1130
P133	$1170
P166	$1340
P166M	$1460
P200	$1570
P200M	$1690

PROFESSIONAL WORKSTATION

- Intel Pentium or Pentium Pro CPU & CPU Fan
- Intel Marl (Pentium) or Venus (Pentium Pro) PCI ATX M/B
- Built-In w/256K Pipeline Burst Cache, PCI EIDE/IO
- Deluxe ATX Medium Tower Case w/235 Watt PS
- 32MB EDO 60ns RAM, 3.5" FDD
- Diamond Stealth 64 PCI SVGA Card w/2 MB DRAM
- 2.1GB EIDE HDD
- Microsoft 2-Button Serial Mouse
- Mitsumi Windows 95 104-Key KB
- U.S. Robotic 33.6K Internal Fax/Modem w/Voice
- Panasonic 12 X CD ROM Drive
- 3Com 3C509 TPO Ethernet Card
- Windows 95 Release II w/CD & Manual

P100	$ 1190
P133	$ 1230
P166	$ 1400
P200	$ 1630
PP180	$ 1780
PP200	$ 1950

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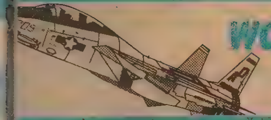

WORLD'S FIRST NOTEBOOK w/200MHz MMX

INTEL'S P55C CPU

KEYNOTE 9000

$300 Instant Rebate*

* $300 instant rebate for 12.1" active before April 30, 1997. Cash Only.

- [illegible]MB EDO RAM 256K Pipeline Burst Cache
- PCI IDE Controller, 64-Bit 2MB EDO Video RAM
- Removable FDD (Exchangeable w/2nd Battery or CD-ROM but can be used with CD-ROM simultaneously via FDD port)
- Easy to Swap Removeable HDD (810MB-2.5GB)
- 11.3"/12.1" Dual Scan or 10.4"/12.1" Active TFT 800 x 600 SVGA Display
- 16-Bit w/3D Stereo Sound. Built-in 2 Stereo Speakers & 1 Microphone
- 8 x Speed CD-ROM! w/Software MPEG via Video Chipset
- Built-in Touchpad Mouse, Infrared Interface, Built-in TV Port
- Special Circuit Design to use NIMH Battery (Low Cost) & Still have long battery life and light weight (6.3 lb.)
- Optional Full Docking Station (4 ISA Slots), Port Replicator, Car Adaptor, and Secondary Battery
- Windows 95 Release II w/Manual & CD. Windows NT 4.0 Optional

Special of the Month

12.1" Active, P166MMX, 40MB RAM

[illegible] HDD 33.6K Fax/Modem, [illegible]

$3020

Long Battery Life

Light Weight

Built-in MPEG

Windows 95 Included Windows NT

[illegible]	P100	P133	P166	P166M	P200	P200M
11.3" D.S.	$1690	$1730	$1900	$2020	$2130	$2250
12.1" D.S.	$1810	$1850	$2020	$2140	$2250	$2370
12.1"Active	$2280	$2320	$2490	$2610	$2720	$2840

6280

- 8MB EDO RAM exp. to 72MB. 256K Pipeline Burst Cache.
- Enhanced PCI IDE Controller . 64-Bit 2MB EDO PCI Video RAM
- Removable FDD (exchange for 2nd Battery), HDD (1.08GB-2.1GB)
- 12.1" Dual Scan or 12.1" Active TFT 800 x 600 SVGA Display.
- 16-Bit Stereo Sound System w / 1MB Wave Table Synthesizer ROM
- 11 x Speed CD-ROM. Built-in 2 Stereo Speakers & 1 Microphone
- Built-in Touch Pad Mouse, Infrared Wireless Interface, 1 Game port
- 3 Type II PCMCIA Slots, 1S (16500), 1P (ECP/EPP),1 Docking Station port, 1 ext. KB, 1 ext. CRT, 1 built-in TV Port:
- NiMH Battery (Optional Li-Ion Battery), AC Adaptor, Carrying Case:
- Optional MPEG Module, 2nd Battery, Docking Station, Car Adaptor
- Windows 95 Release II w/Manual & CD. Windows NT 4.0 Optional

Special of the Month

12.1" Active, P166MMX, 32MB RAM

1.4GB HDD, 33.6K Fax/Modem

$3095

Windows 95 Included Windows NT

Li-Ion Battery Available

11x CD

1.0GB HDD	P100	P133	P166	P166M	P200	P200M
12.1" D.S.	$1880	$1920	$2090	$2210	$2320	$2440
12.1" Active	$2430	$2470	$2640	$2760	$2870	$2990

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Apollo 33.6K PCMCIA Fax/Modem	$130
Apollo 2-in-1 PCMCIA Ethernet Card	$80
Apollo LAN (10 Base T) /Fax/Modem (28.8K)	$200
PCMCIA 8X CD-ROM Drive	$300

3com, Xircom Megahertz, Hayes, U.S. Robotics, Adaptec, Etc.

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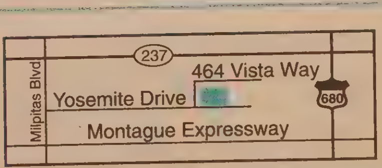

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BY ROYAL P. FARROS

The Making Of An Internet Business: Part VI

Reality Checks: Off And Running?

The iPrint Discount Printing & Cyberstationery Shop of the Future has now been open for business for what seems like an eternity in Internet time. Actual elapsed time is about two months.

Here's some great news: We're growing at 66% each month!

Here's a reality check: If you start with very little, it's pretty easy to have impressive month-to-month growth.

But here's another reality check: We haven't done any advertising yet, so the fact that we have any orders at all is amazing.

And—this is the eye-popper—we've just signed a letter of intent to fulfill business cards for a promotion with a major national bank. The business flow from this deal alone will be the largest such electronic order ever. Not hype... just real business that can only be done on the Internet.

One of the main reasons why I wanted to do this series was to discuss the ups and downs of starting an Internet business. Things were definitely looking down before the big order came up. It's time to take my marketing hat off and share with you some early observations—reality checks on some ups and downs if you will—that may put some of this Internet stuff into perspective.

Earned, Not Found

Don't get me wrong, there's no business I'd rather be involved in at this time than the Internet. The possibilities are truly amazing.

But... reality check: We're not Netscape, and probably neither are you, which means Internet business must be *earned,* not found. Just like in real life.

Getting press attention, getting customers to your site, and getting *sales* are all things you have to *work* at.

But... reality check: In contrast to traditional businesses, if you've got something that is genuinely interesting, you have an Internet community that *wants* to hear your message. This is such an advantage. And it has to be: It's the only thing keeping you warm before sales heat up.

Getting Creative

Advertising is expensive. Do we really need a reality check for this? We figured out we're not Netscape. We're not Microsoft, either, which means we can't buy our way into Internet prominence. The rest of us actually have to be, uhm, creative.

(Funny aside: Just heard someone ask Bill Gates what he thought the Internet was, and he replied: "A big black hole I keep throwing money into.")

In contrast to traditional businesses, if you've got something that is genuinely interesting, you have an Internet community that wants to hear your message. This is such an advantage. And it has to be:

It's the only thing keeping you warm before sales heat up.

Reality check: You'll have to do some measure of advertising. Since we just started advertising, I can't share with you any real experiences with this as yet. However, what smart people tell me—and this obviously depends on your products or services—is to stay away from general banner rotations. Buying "key words" in the major search engines is the cost-effective way to go. (I should be able to share more in a month.) While creating effective banners is certainly a creative process, buying them really isn't. And it doesn't take Picasso to figure out that you should get as many free listings in search engines as possible, and as many links to other sites as possible.

Getting creative really involves taking advantage of the best source of "free" advertising on the planet: Press.

Here's one suggestion: Scour the press, find articles that relate to what you're doing, then draft a short but well-written opinion. In a useful way, introduce your site as a potential solution to whatever issue you bring up. This approach will get you more quality press attention than sending out multiple boring, three-page press releases.

Here's another suggestion: Write a series of articles involving the making of your Internet business. (Guess this idea has already been taken!)

Reality check: Press is the catalyst for all successful Internet businesses. "Use the Force" — get creative and make it work for you.

Bigger Is Better

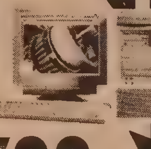
As our primary server, we've got a big machine.

5 YEAR LABOR & 1 YEAR PARTS WARRANTY

BASIC STUDENT MULTIMEDIA SYSTEM

10% OFF WITH STUDENT ID & CASH!

- 586/6X86 Motherboard with 256K Cache
- Intel or AMD 586- 133MHz CPU
- 8MB EDO RAM
- 1.2 GB Enhanced Fast IDE Hard Drive
- 1.44 MB Floppy Drive Mitsumi/Teac
- PCI SVGA MPEG with 1 MB Video Card
- 16-bit Sound Card
- Mini Tower Case
- 14" NI SVGA Monitor
- Free Pair of Speakers



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Cyrix 166+/200+	939/999
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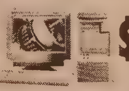
- 3 Button Deluxe Serial Mouse w/Pad
- 6X86 AMD K5 P75+
- 16 MB EDO RAM
- 1.7 GB Hard Drive
- 1.44MB Floppy Drive
- PCI SVGA MPEG with 1 MB
- Mini Tower w/LED Display
- 8X CD-ROM
- 16 Bit Sound Card
- 60 Watt Speakers
- Win 95
- 105 Win95 Keyboard



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- 16 MB EDO RAM
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- 16-bit SoundBlaster
- 1.44 MB Floppy Drive
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- Touchpad
- Windows 95

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- Mouse w/Pad
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- Mouse w/Pad
- 8X CD-ROM
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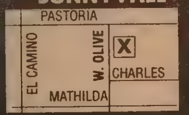

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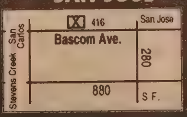

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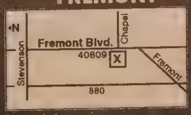

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ACTION-PRO

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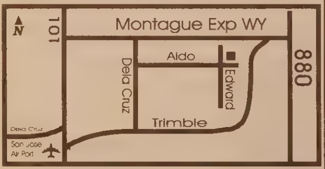

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Accounting

continued from page 76

grants you special permission to revoke, the election will remain in effect indefinitely.

In order to decide whether or not to make the election, you'll need to compare results of the standard computation with those of the new alternative computation, and estimate how the two results would compare for your business this year and for however long into the future Congress decides to make this credit available.

First, the credit is computed so as to reward increasing research activities—that is, research efforts in excess of what had been undertaken in the past. The computation involves a comparison of the ratio of qualified research spending to gross receipts for the current tax year with that ratio in prior years. Thus, for example, a software company may qualify for the credit even if its development costs are declining, if revenues have declined at a greater rate.

Under the standard computation, the research credit is generally equal to one-fifth of the amount by which a taxpayer's qualified research expenditures exceed its base amount for that year. For a start-up company, the base amount is 3% of its average gross receipts for the four preceding years.

Importantly, that 3% figure is low. It allows start-ups to claim a large credit. For companies that are not start-ups, the base amount can be as high as 16% of the average gross receipts, resulting in a comparatively small credit, or none at all.

Under the new alternative computation, the credit is determined by a different formula. The taxpayer computes different layers of research as a percent of gross receipts, which are averaged over the preceding four years. The amount of credit allowed varies with different layers.

For both the old and new alternatives, computational details are beyond what can be presented here without a doctor's prescription. Readers wanting more information can refer to Code Section 41(c)(4)(A) or see box at end of this article.

The R&D credit is not established as a permanent feature of the tax landscape. Absent an act of Congress, the credit will expire on May 31, 1997. If it does expire, in many instances the alternative incremental credit will have been more attractive because of special computational rules discussed below.

Spreading The Wealth

Another important change in the 1996 tax act is that the definition of start-up company has been expanded. As noted above, if you qualify as a start-up, the base from which the credit is calculated is automatically set at a low 3% of receipts, resulting in a relatively high tax credit.

Previously, to qualify as a start-up company, a taxpayer had to have had fewer than three tax years beginning after December 31, 1983 and before January 1, 1989 in which the taxpayer had both gross receipts and qualified research expense. Under the new law, which is effective

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2.1GB EIDE Hard Drive	1.7GB EIDE Hard Drive
TEAC 1.44MB Floppy Drive	**Sony 1.44MB Floppy Drive**
S3 Virge 3D Video Card w/ 2MB EDO & Games	S3 Virge 3D Video Card w/ 2MB EDO & Games
Super Mini Tower Case w/ 230W PS & Display	**Mini Tower Case w/ 230W PS & Display**
Diamond Supra 33.6 PnP w/ Voice Int Fax Modem	36.6 w/ Voice Internal Fax Modem
TOSHIBA 12X Speed CD-ROM Drive	**PANASONIC 8X Speed CD-ROM Drive**
16 Bit 3D PnP Sound Card w/ Microphone	16 Bit 3D PnP Sound Card
MS Windows 95 (Full CD Version)	**MS Windows 95 (Full CD Version)**
80 Watt Stereo Speakers	80 Watt Stereo Speakers
104-key Enhanced keyboard for Win95	**104-key Enhanced keyboard for Win95**
3 Button Microsoft Compatible Mouse	3 Button Microsoft Compatible Mouse

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CYRIX 686-P166+ / P200+	**$1059 / $1149**
INTEL P5-133 / P5-150	**$1059 / $1089**
INTEL P5-166 / MMX	**$1209 / $1309**
INTEL P5-200 / MMX	**$1409 / $1509**
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VALUE MULTIMEDIA	
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CYRIX 686-P166+ / P200+	$889 / $979
INTEL P5-100 / P5-120	$849 / $855
INTEL P5-133 / P5-150	$889 / $919
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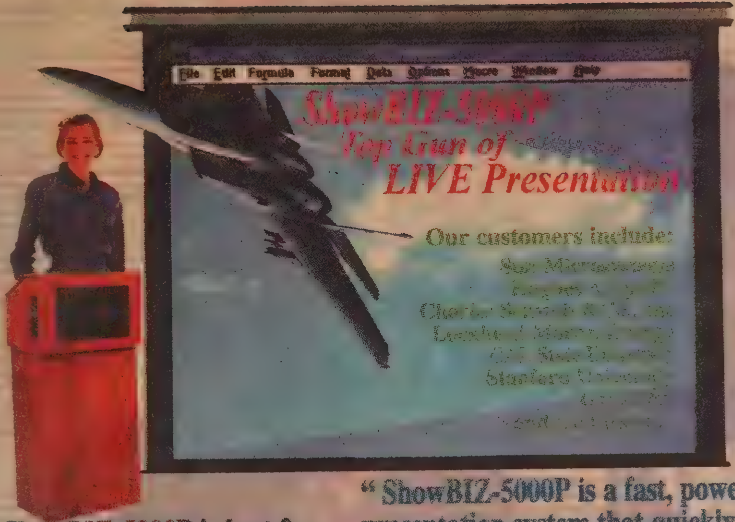
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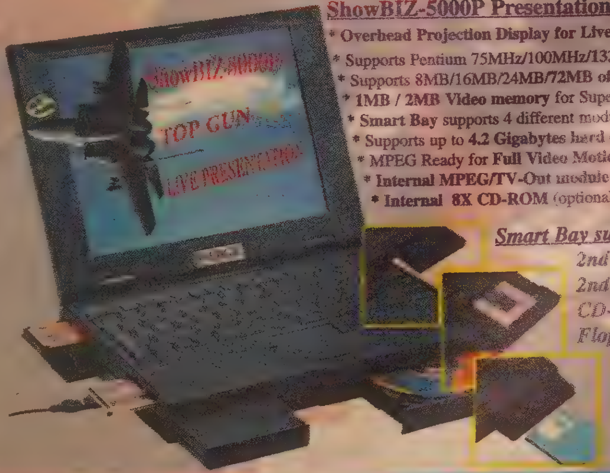
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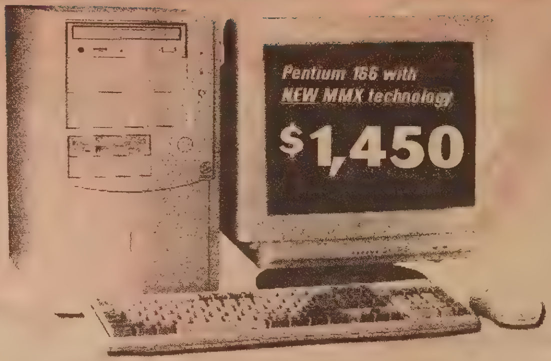

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- Microsoft Windows® '95 with free game & internet explorer

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- 16-Bit SB compatible sound card
- amplified stereo speakers
- 33.6 internal fax/modem
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- amplified stereo speakers
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- 104 Windows® '95 enhanced keyboard
- Microsoft Mouse
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- 12X Enhanced IDE CD-ROM
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- 16MB EDO RAM 60ns 72pin
- 1.44MB Floppy Drive
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- 32Bit Ethernet PCI Combo Card

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- 16MB EDO RAM 60ns 72pin
- 1.44MB Floppy Drive
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- Keytronic 104 Keyborad &Mouse
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P-200	**$1398**
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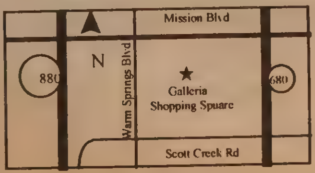

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- 1.44MB Floppy Disk Drive
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- Desktop Case
- HP Keyboard & Mouse
- Windows 95/WFW 3.11
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- **S3 Virge 64-Bit 3D w/2MB EDO DRAM on Board**
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- ATX Tower Case w/235W Power Supply
- Multimedia Speakers 80W
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- Microsoft OEM PS/2 Mouse w/Pad
- Microsoft Windows 95, CD-ROM Ver.

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- 2.0GB EIDE Hard Drive
- 12X EIDE CD-ROM Drive
- 16-Bit Sound Card
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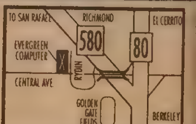

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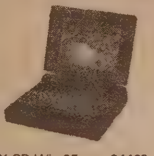

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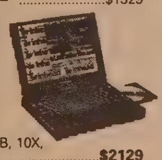

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Visioneer:

Clearing The Office Paper Jam

By
Mary Eisenhart

Photos:
Tustin Ellison

The analysts, venture capitalists, institutional investors et al. who fill the hallways at Dick Shaffer's conferences are a notoriously tough audience. As parades of hopeful executives paint rosy pictures in their quest for funding, audiences shrewdly weigh the evidence in their never-ending search for Return On Investment. ✻ At 1993's PC Outlook, yet another fledgling company's Acting CEO didn't talk about networking arcana or the minutiae of client-server architecture or how his business plan could not possibly fail. Instead, he fed a business card into a tube-like device, pointed out the image of said bizcard on his computer's screen, and proceeded to file it and do useful work with its contents. He extolled the glories of PaperMax, the first product incorporating breakthrough technology by a Menlo Park startup, Visioneer. ✻ This got the audience, pockets full of bizcards, where it lived. Visioneer got its funding. ✻ Many PaperPort devices, dozens of awards, and boatloads of testimonials later, Visioneer (*www.visioneer.com*) is a publicly-traded company based in Fremont. The combination of radically new technology, affordable pricing, and a host of industry alliances has resulted in a product line embraced by corporate and SOHO users, who use PaperPorts for everything from contact management to global faxing. ✻ CEO Michael McConnell and marketing VP Bruce Mowery are seasoned industry veterans with experience that includes Computerland and SuperMac in McConnell's case and a lengthy stint at Apple in Mowery's. We recently paid a visit to Visioneer's corporate headquarters to see how things were going.

Going back to the technology that made the VCs' jaws drop—what is different about your technology that made it so impressive? There were scanners before, there was OCR before, but they didn't have that dramatic appeal.

Michael McConnell: I think it starts with the observation that the promise of the paperless office never happened. In fact, computers create paper. We think about a trillion pieces of paper are created each year, and most of it is created by computers.

The reason for that is there's a great interface between the computer and paper. It's called the printer, and it's a one-way street.

You can get information from your computer onto paper really easily. You can't get information from paper into your computer, period.

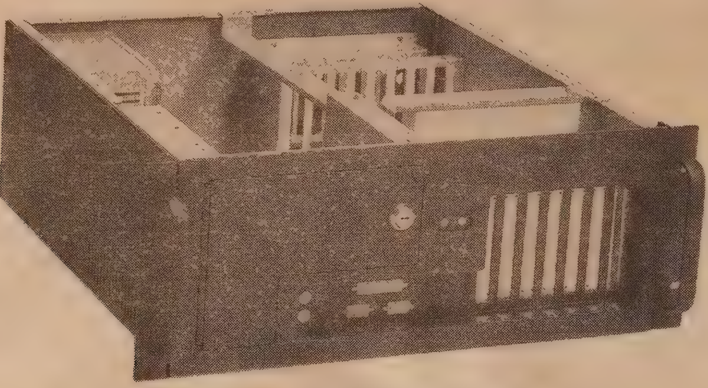
So the premise of the company was, how do you get information off paper into the computer? We really conceived of the PaperPort as a disk drive for paper—you put paper in, it should be as easy as putting a disk into your floppy drive.

There are certain technical problems with that—people like Xerox have been trying to solve it for years. How did you guys get lucky?

A lot of technology infrastructure came together at relatively the same time. Processing images is compute-intensive—computers are very powerful these days. Images tend to take up disk space, but a gigabyte disk drive is plenty to handle 10-, 20-, 30,000 documents, so that's no longer an issue. Communicating by sending images back and forth is a problem if you have a slow modem, but bandwidth is coming up all over—the Internet obviously extends outside the office.

The reason I think scanner companies weren't doing what we're doing is that their design point was professionals—either in insurance companies or in banks, some place where they had high volumes of documents they were processing, or else desktop publishing. In all those cases, the

ATX RACKMOUNT LEADER



RC-4907ATX

Telecommunication Application

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Control Panel: LED (Power & HDD)

Switch (Power & Reset)

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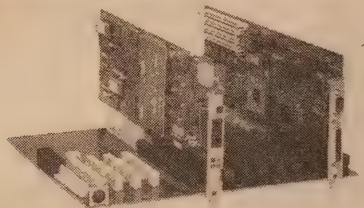

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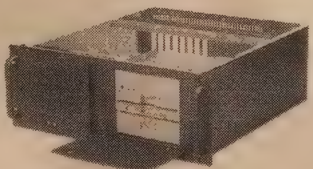


RC-4107ATX

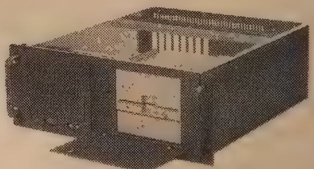
Multimedia Server Application

Rear access slots

SIX DRIVE BAYS (3 exp., 3 int.)

Control Panel: LED (Power & HDD)

Switch (Reset)



RC-4108AT/ATX

General purpose Workstation Application

DESIGNED TO FIT BOTH AT and ATX

Rear access slots

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Control Panel: LED (Power & HDD)

Switch (Power & Reset)

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person they were designing for was a specialist who did this for a living. So the issue was making it more and more sophisticated, because people would go to classes to learn it.

Our point of view was, I have a business card or a taxi receipt in my hand. When I leave this meeting, I'm going to go back to my desk, and there's going to be something I have to do right now. So if I can't process this business card in about five seconds, it's not going to get processed, it's going to go in a box.

So our design point was people who are too busy to learn and too busy to work on their paper—but if you give them a very simple system to get it into the computer, that would be valuable. Literally, you touch paper to PaperPort, it turns itself on, it grabs the paper, it drops it on the desktop, and then we interface with all the applications which you already have, and which by definition you already know how to use.

We spent a huge amount of time on the infrastructure behind getting information from our desktop into other applications, and making it simpler for people.

I think it's just something no one thought about, and a lot of things came together. Our engineers, to their credit, have done a great job of designing a product that is simple to use and really powerful.

In relatively lay terms, how does this work? Say I have a business card and I ultimately want to enter it into my FileMaker database. How hard is that?

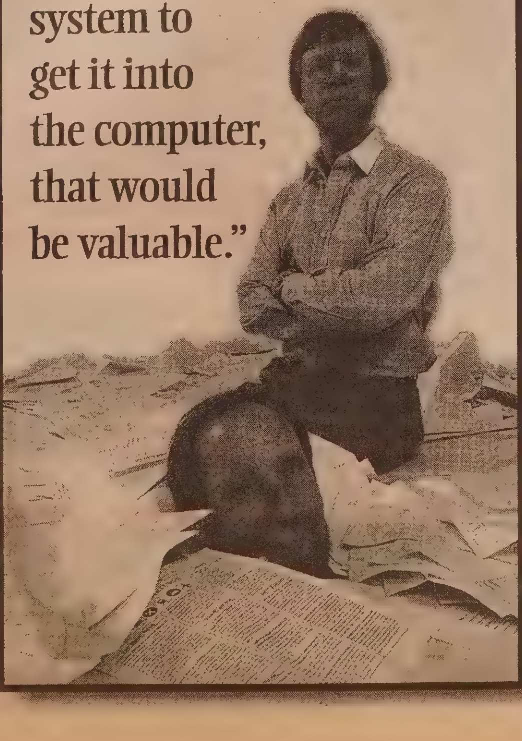
First of all, to put a piece of paper on your desktop using PaperPort is about as complicated as putting a piece of paper on your physical desktop. You stick it in the slot; we sense it's there just like a dollar-bill changer would; we grab it. That launches the software, that deposits it on the desktop as an image. We crop it, we size it, we do some processing to it, we sharpen it up. All those things happen automatically—you could be doing something else.

Then if you want to take that image and interface it to some other application, you simply drag that image to the icon of that application on your desktop and a process starts, depending on what that application is. If it's a word processor, we'll run optical character recognition software on it, launch the word processor, convert the file into the format for Microsoft Word or WordPerfect or whatever, and you end up with that document in that application. You don't even see the OCR. You don't even know it's there unless you're looking.

With business cards you have a couple of choices. If you wanted to put a business card into Symantec's ACT, for example, you could drag it to the ACT icon. That would give you a list of names in your ACT database that you wanted to associate this card with. You pick the name, it attaches it, and the next time you're in that person's record you could look at their business card.

If you wanted to drop it into business card reader software, we bundle CardScan with our product. If you drag the image to CardScan, it will automatically launch a routine that OCRs the card, converts it to computer text, then makes intelligent choices about what's the name, what's the address, what's the phone number, what's the title, etc. It drops that into a database which is editable. You can look at the image of the card, or the edited text, and from there you can export that into a database through a series of filters that the company CardScan provides.

CEO Mike McConnell: "Our potential customers were people who are too busy to learn software and too busy to work on their paper—but if you give them a very simple system to get it into the computer, that would be valuable."



We also have a new product called PaperPort Deluxe, which is software-only and works with our scanners. It works with flatbed scanners, even works with our competition's scanners should anyone have been so unfortunate as to buy one [*laughs*]. It doesn't work quite as *well* with other scanners...

If you've got any scanner and you've got PaperPort Deluxe, when you're not using your computer we will go in and OCR every document you've ever scanned. So if you want to say "Look for the press release of Gil Amelio's on Apple earnings," it will go find just those pieces of paper that say "Gil Amelio" and "Apple earnings." It'll search on every single word.

What many people are doing is just scanning business cards. [*Holding business card*] So I could search for "Mary Eisenhart," "MicroTimes," "Pleasant Hill," "Buskirk Ave." I could also search for business cards with the word "editor" on them. That takes no dragging, and it's as simple as possible.

So now there are two or three ways you could work with one kind of file, depending on your preference.

Bruce Mowery: The other thing is, there's a fuzzy logic feature incorporated.

You get lots of business cards. You say, "Gee, I met with this person, I can't remember what her name was, I think it was Eisenberg." You can adjust the slider and it could come up with "Eisenhart."

Also, many times what people remember about a document is not words, it's the document itself. So apart from getting a stacked ranking from most to least in terms of the mentions of "Eisenhart," we'd also see a little thumbnail of your business card. So you could say, "Oh yeah, that's the Eisenhart I wanted, the one with that kind of funny logo." So you get visual reinforcement as well as text.

Granted that we automate this process by touching the paper to the front of the machine, and we did start with this objective of building this bridge from the analog world to the digital world—but once you get to the other side of the bridge, what's there?

We think of the scanner as just the deposit

continued on page 112

High Performance 9750 Series

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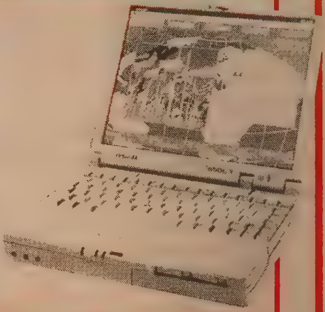

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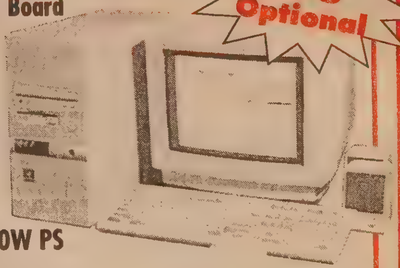

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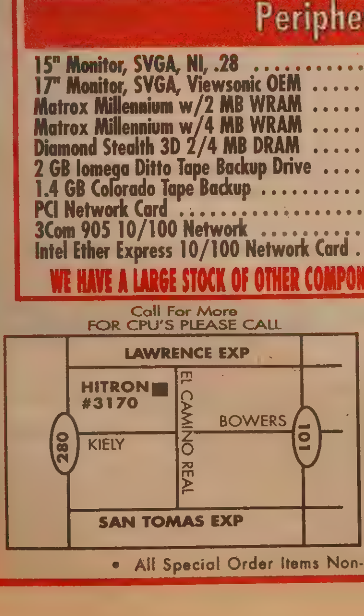

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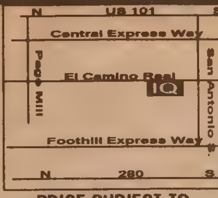

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$265

continued from page 107

box, a very elegant one, but really a means to an end, which is to get to the desktop and get real utility out of the box—as contrasted to traditional scanner companies.

Another way to express it is that scanning companies traditionally designed their product for the 2% of the market that already had one. They kept going back and reselling it. We came in and said, "What about the other 98% of the market that don't have a scanner? What could they use this technology for?"

In fact, I'd expect that a lot of your customers don't think of themselves as needing a scanner at all. They think of themselves as having a pile of bizcards they can't manage.

McConnell: Absolutely. And I claim that the PaperPort will pay for itself for someone who travels in the amount of the taxi receipts that don't get lost. Documents that got lost are now storable and retrievable.

You have lots and lots of alliances in the industry. Five years ago you were at the gleam-in-the-eye stage, and within your niche you're a household word now.

You didn't get that way all by yourselves. In order to get a piece of paper into Microsoft Word, you've got to talk to Microsoft, you've got to talk to some OCR company... So how does that work?

This is a young company, but there's a lot of experience here. I've been in the industry twenty years, Bruce has been in the industry since it started. One thing you learn is you can't do it all yourself. Whether you call it keiretsu or whatever, you need partnerships.

I remember when I first joined the company I was at a dinner with Scott Cook [founder and chairman of Intuit]. Scott was talking about this new expense account package they were coming out with called Xpensable. I said, "This is wonderful! This is perfect! You can take taxi receipts, restaurant receipts, etc., attach them to your electronic expense account, and send it to accounting. Right?"

He said, "Well, actually, no, there's no ability to attach images to the expense accounts in Xpensable." I said, "Why?" He said, "Because we do our market research, and none of our customers own scanners."

I said, "I'll make you a deal. How about, between now and next year, we will populate the world with scanning systems. You start rewriting your code."

We got engineering teams together. There was some skepticism, but they in fact saw that it was the right thing to do. From the ground up they rearchitected Xpensable, so that you can now literally take a receipt, drop it into PaperPort, drag it to Xpensable. It goes into an envelope, it's attached to your electronic expense report, and you send it off to accounting.

As a result, they probably sold more Xpensable?

Not only that, we're shipping Xpensable with every PaperPort we ship on the Windows side now.

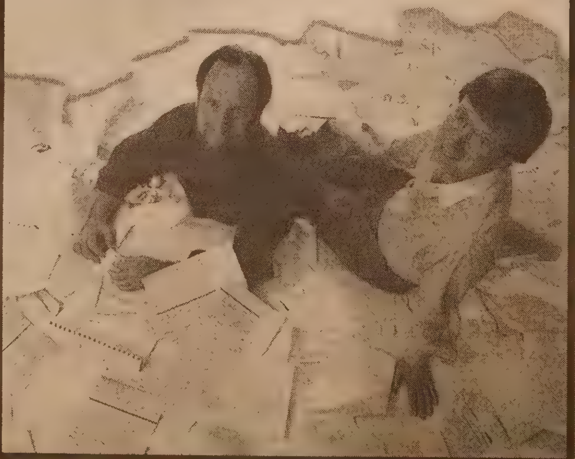
So Scott's a happy man?

Mowery: I would hope so! [*laughter*]

McConnell: Both of our products are better now. That's really the point.

A lot of software companies we've found are on version 5 or 6 or 7 of their software, and it's crucial that they develop new functionality for the next version so they can have upgrade revenue. There's really a thirst in the industry for new functionality you can add to your software to make it more valuable. You don't want to do that unless the world is getting gradually populated with the capability to use it, but that's been our job.

> **Marketing VP Bruce Mowery: "We think of the scanner as just the deposit box, a very elegant one, but really a means to an end—which is to get to the desktop and get real utility."**



Our job, we felt, was Get Big Fast. Our goal was to ship 500,000 scanning systems by this time; we've done that. We've got over a million and a half seats of our software now. So we're starting to get interesting as a platform for other people to build applications on top of. There are now literally small companies funding projects just to develop software that will hook into the PaperPort platform for special purposes.

For instance?

Mowery: At COMDEX Caere introduced a product called OmniPage Pro for Visioneer PaperPort. That's a very specific product. There are also things we're not in a position to announce!

We developed a little product with an outside developer called FormTyper. It allows you to scan in a form; it automatically identifies the fields, and then you can kind of tab and type. That's been an extraordinary success. We introduced that on the Windows platform last summer and recently introduced it on the Mac platform. We're vending it off of the Web—we've sold 3,000 copies in thirty days.

Those little applets, those add-on pieces of software that sit on top of the API that we either commission for development or people develop internally and then remarket through us, are potentially very successful over time.

Including Deluxe. One of the incentives for Deluxe—with a million and half seats out there, as people get more and more proficient with PaperPort, their demands go up and they want increased functionality. So we're in the process of not only selling back into our installed base but spreading that love across more products!

Are you going to come out with a Macintosh version of Deluxe?

McConnell: It's very interesting. We've done a Mac version of everything we've done; Deluxe we're not clear about because there's one set of features in Deluxe where the source we have for that technology, the indexing capability, was only available to us in Windows. Apple's working on some technology that we could make use of. We're still looking for that for the Mac, but a lot of other things are slipping into the Mac version of our standard product.

Have there been any surprises as the company evolved?

From a business standpoint there've been a number of surprises. The biggest

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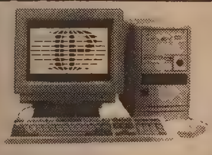

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LiteOn 16X,115ms,IDE w/Retail	$129
Mitsumi FX-810 150ms,8X,IDE, Int	$109
Mitsumi FX-1200 130ms,12X,IDE, Int	$115
NEC1410,8X,145ms,SCSI, Int	$198
NEC1400,8X,135ms,IDE/Int	$115
Plextor-12TSI,115ms,12X,SCSI/Tray	$275
Plextor-12CSI,115ms,12X,SCSI/Cady	$298

MultiMedia

Item	Price
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Creative Labs Vibra 16 w/IDE PnP	$69
Supra336 PNP w/Voice,Retail	98
US Rob Sportster 33.6/56.4	$119/1179
Zoltrix 33.6 Winmodem w/Voice	$79
ESS 1868 3D Sound Card w/Retail	$39
Yamaha YST-M15 Hi-Fi Speaker w/Retail	$79

Network/Controller/Hub

Item	Price
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Adaptec 2940UW,Ultra Wide w/kit	$259
3Com-3C900 PCI Combo	$129
3Com-3C905TX 10/100/PCI	$119
Intel Etherxprs Proo/100,PCI/OEm	$79
EH5-5xRJ-45 & 1xUp-link,10Mbps	$65
EH9-8xRJ-45/1xBNC/1xUp-link,10Mb	$89
FEH4TXS-4xRJ45,14 ports 100B-TX	$259
FEH8TX(Rack MT),8xRJ45,100B-TX	$398
FESH110,2Ports,100/10 Swithing Hub	$325

Tape Backup

Item	Price
HP-C1599A,4mm Dat,8GB SCSI Int	$839
HP-C1536 ,4mm Dat 4-8GB SCSI Int	$639
HP-C1534 ,4mm Dat. 2-4GB SCSI Int	$539

ViewSonic

Item	Price
15GA 15" 1280x1024, .28 N/I,w/Spkr	$385
15GS 15" 1024x768, .28N/I	$357
17GS 17" 1280x1024, .27 N/I	$597
17PS 17" 1600x1280, .25N/I, PnP,TCO	$675
GT770 17" 1280x1024, .25N/I	$667
PT770 17" 1600x1284, .25N/I	$735
G800 20" 1600x1280, .28 N/I	$1115
P810 21" 1600x1280, .25N/I	$1485
P815 21" 1800x1440, .25N/I	$1689
PT810 21" 1600x1280, .30N/I	$1569

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Item	Price
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CDP-100SX 15" 1280x1024, .25 60hz	$372
17SEII 17" 1600x1200, .25N/I,PnP	$895
CDP200SF 17" 1280x1024, .25N/I,75hz	$765
CDP-200SX 17" 1280x1024, .25 60hz	$675
20SEII 20" 1600x1200, .25N/I	$1789
CDP-300SFT 20" 1280x1024, .30 80hz	$1595

MAG

Item	Price
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DX1795 17" 1280x1024, .28	$542
DX700T 17" 1280x1024, .25	$685
MXP17F 17" Flat 1600x1280, .26N/I	$695

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DigiView 14" 1024x768, .28N/I	$195
DigiView 15" 1280x1024, .28N/I	$259
DigiView 17" 1280x1024, .28N/I, Digital	$479
LiteON 17" 1280x1024, .28N/I, Digital	$459

Seagate Quantum Maxtor WESTERN DIGITAL

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WD32500A,2500MB,IDE,12ms	$279
WD33100A,3166MB,IDE,12ms	$319
WD4360,4.3GB,W/SCSI,8ms,7200r	$999
Fujitsu-1624AB,2.1GB,12ms,IDE	$239
Fujitsu-1638AB,2.5GB,12ms,IDE	$259
Fujitsu-2952QAU,2GB,8ms,W/SCSI	$619
Fujitsu-2954SYU,4.4GB,SCSI,8ms	$929
Fujitsu-2949SYU,9.1GB,10ms,SCSI	$Call
Micropolis-4345UW 4GB SCSI,7.9	$1059
Micropolis-1991S 9.1 GB SCSI, 10ms	$1469
Micropolis-3391NS 9.1 GB SCSI,10	$1659
Micropolis-3391UW,9GB,W/SCSI,10	$..1729
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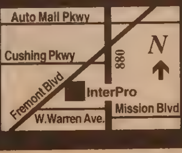

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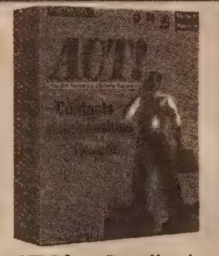

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Visioneer *continued...*

was that when I joined the company, the strategy was to use OEMs to create a market—we made scanners for HP and Compaq.

I think we were all a little concerned about that, since most of the management team joined the company after that strategy was set and the contracts were signed, so we got to execute it.

The truth is, [Compaq CEO] Eckhard Pfeiffer isn't waking up in the middle of the night wondering how many scanner keyboards they sold this week, and [Hewlett-Packard CEO] Lew Platt was the same way. So in terms of creating the market, we realized that at the end of the day the only people that cared as deeply as we did was us.

Fortunately we had a board and enough money in the bank to make a big commitment to doing that. There are very few opportunities to create a market and associate your brand with that market. Xerox did it, Band-Aid did it, Kleenex did it, Coke did it—those are some nice examples of people who created a category. We're experienced enough to know that that's not easy or even necessarily probable, but we're certainly taking a good shot at it.

> **Mowery: "Time is money in a small business. Not having to get up and walk someplace else, just being able to fax paper from your desktop, is really a profound application."**

Given that, I think we're pleasantly surprised by the momentum. We're *really* pleasantly surprised by the amount of interest there is in our software for other platforms than our sheet-fed scanner. We're shipping our software on all of HP's flatbed scanners. We just announced a deal with Xerox where their networked digital copier will use PaperPort software to turn the copiers into scanners.

There's lots of other things you can do with PaperPort software, and we're migrating it onto other kinds of devices as well.

Where did this technology come from, anyway?

All here!

Whose idea was this?

A Frenchman named Pierre-Alain Cotte. He's still an advisor to us; he comes in once a quarter from Germany, where he lives, and tells us what he's been thinking of.

His latest brainstorm, which I love, was to envision using the Internet for sending paper, rather than using faxes or US Mail. So if you could attach documents to emails and send them around the world using the Internet, and have them come up on the monitor, then what happens is that printing becomes an option. You can turn it into paper if you want to, but you can also just read it on the monitor.

He calls this PaperPortation. Which we like.

Do you find that there are clearly defined groups who prefer reading hard copy over reading onscreen, or vice versa?

Mowery: I don't think we have any research on that. Based on personal experience, I still print out a lot of stuff because I can't read everything at my desk.

Certainly the research tells us that there will be no decrease in the number of paper documents between now and the end of the century. People are still printing.

I've found that people like us in our forties and fifties are more comfortable reading paper than screen, but people in their twenties

continued on page 119

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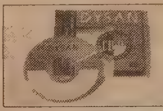

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P5-133MHz	$625
P5-166MHz	865
MMX-166MHz	930
P5-200MHz	995
MMX-200	1095

intel Tucson ATX MB

- Motherboard
- ATX Midtower Case
- 104-key Keyboard
- 16MB RAM
- Teac 1.44MB
- Mouse

P5-133MHz	$725
P5-166MHz	965
MMX-166	1030
P5-200	1095
MMX-200	1195

intel Venus PPRO-200 $1355

Providence W/Network Card

- Motherboard
- ATX Midtower Case
- 104-key Keyboard
- 16MB RAM
- Teac 1.44MB
- Mouse

CPU w/256K Cache	
1 CPU PP-200	$1725
Dual PP-200	2595
CPU w/512K Cache	
1 CPU PP-200	2595
Dual PP-200	4325

Novell NetWare 4.11/IntranetWare

IntranetWare is an intranet-ready platform which includes Web, FTP and Internet Access services. It incorporates Novell's foundation of superior file, print, security, management and directory services.

Top Reasons to Buy IntranetWare:

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- The most reliable, secure and powerful platform for deploying private corporate intranets
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- Includes integrated Web server, browser and intranet developing tools

10 User	$1495
25 User	2495
50 User	3495
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Microsoft Windows NT Server 4.0 is a powerful, multipurpose server operating system and an excellent applications server. NT Server serves as the base server operating system for Microsoft Backoffice products. Microsoft Exchange, which runs exclusively on Windows NT, is a powerful groupware which allows an enterprise (or Workgroup) to communicate & work better together within the company and through the internet.

Top Reasons to buy Windows NT Server 4.0:

- Incorporates the familiar Windows 95 GUI to provide consistent look on desktops
- Easy network management & user maintenance using task-oriented Administrative Wizards.
- Scalable, flexible network server architecture allows seamless integration of many Microsoft products & compatible third-party applications
- The built-in Internet Information Server (IIS) allows it a suitable platfrom for Internet and Intranets
- The built-in Remote Access Service (RAS) allows telecommuters to access corporate server based information via standard analog (POTS) lines, ISDN & x.25 connections
- Flexible licensing option where you buy exactly what your business needs

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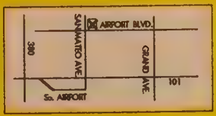

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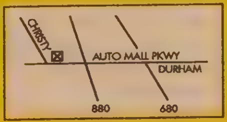

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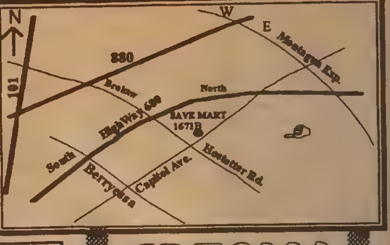

SUPER SALE

	MB+CPU
Venus Pentium-pro 200/512K	1590
Venus Pentium-pro 200/256K	878
Venus Pentium-pro 180/256K	748
Tucson P-200 MMX /512K PCI-USB	758
Tucson P-200/512K PCI -USB	656
Tucson P-166 MMX /512K PCI-USB	563
Tucson P-166/512K PCI - USB	465
Tucson P-150/512K PCI - USB	352
Tucson P-133/512K PCI - USB	315
Tucson P-120/512K PCI - USB	285
Tucson P-100/512K PCI - USB	275
Marl P-200MMX /256K PCI (ATX)	685
Marl P-200/256K pipeline PCI (ATX)	588
Marl P-166MMX /256K PCI (ATX)	500
Marl P-166/256K pipeline PCI (ATX)	400
Marl P-150/256K pipeline PCI (ATX)	280
Marl P-133/256K pipeline PCI (ATX)	260
Marl P-120/256K pipeline PCI (ATX)	233
Marl P-100/256K pipeline PCI (ATX)	223
Intel Triton P-200 MMX/256K PCI	660
Intel Triton P-200/256K Pipeline PCI	570
Intel Triton P-166 MMX /256K PCI	475
Intel Triton VX P-166/256K Pipeline	378
Intel Triton VX P-150/256K Pipeline	265
Intel Triton VX P-133/256K Pipeline	240
Intel Triton VX P-120/256K Pipeline	210
Intel Triton VX P-100/256K Pipeline	199
Asus Pentium® 200MMX/256K PCI	721
Asus Pentium® 200/256K PCI	624
Asus Pentium® 166MMX/256K PCI	536
Asus Pentium® 166/256K PCI	438
486DX5-133/256K AMDPCI +IDE I/O	120
486DX4-100/256K AMD/PCI +IDE I/O	118
486 DX-33/256K INTEL PCI+IDE I/O	90

VENUS PRO SYSTEMS

- Intel Venus PCI MB
- 256K Pipelined Burst Cache
- 32 MB EDO 60ns RAM
- TEAC 1.44 Floppy Drive
- 2.5 GB IDE Hard Drive
- EIDE PCI built-in I/O 16550
- Matrox Millenium PCI w/ 2MB WRAM up to 4,6,8 MB
- 15" .28 Non-in Monitor
- ATX Medium Tower 235W
- Keytronic Win95 keyboard
- Microsoft PS2 Mouse w/Pad
- 12x EIDE CD-ROM
- Sound Blaster SB32 PnP
- YAMAHA speakers
- US Robotics 33.6 faxmodem
- Free CPU Cooling Fan
- Windows 95B CD&Manual

Pentium®Pro Processor	
200 MHz	2300
For 512k	2840
180 MHz	2200

TUCSON SYSTEMS

- Intel Tucson(Triton II) PCI
- 512K Pipelined Burst Cache
- 16 MB EDO 60ns RAM
- TEAC 1.44 Floppy Drive
- 2.10 GB IDE Hard Drive
- EIDE PCI built-in I/O 16550
- Diamond Stealth 64PCI w/ 2MB VRAM upgrade to 4MB
- 15" .28 Non-in Monitor
- ATX Medium Tower 235W
- Keytronic Win95 keyboard
- Microsoft PS2 Mouse w/ Pad
- 8x EIDE CD-ROM
- YAMAHA Sound 16 bit
- YAMAHA Speakers
- US Robotics 33.6 faxmodem
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- Windows 95B CD&Manual

Pentium® Processor	
200MHz MMX	1900
200MHz	1813
166MHz MMX	1725
166MHz	1628
150MHz	1515
133MHz	1490
120MHz	1463
100MHz	1453

MARL SYSTEMS

- Intel Marl (Triton II) PCI
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- 2.10 GB IDE Hard Drive
- EIDE PCI built-in I/O 16550
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- Keytronic Win95 keyboard
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- 8x EIDE CD-ROM
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- 260 WATT Speakers
- US Robotics 33.6 faxmodem
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Pentium® Processor	
200MHz MMX	1880
200MHz	1793
166MHz MMX	1705
166MHz	1608
150MHz	1495
133MHz	1470
120MHz	1443
100MHz	1433

Best Buy Systems

- Intel Triton VX PCI MB
- 256K Pipelined Burst Cache
- 16 MB EDO 60ns RAM
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- Mini Tower w/LED 230W
- 104 Win95 keyboard
- Logitech Mouse w/Pad
- 8x EIDE CD-ROM
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- 33.6 fax modem
- 180 Watt Speakers
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- Windows 95B CD&Manual

Pentium® Processor	
200MHz MMX	1524
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166MHz MMX	1349
166MHz	1252
150MHz	1139
133MHz	1114
120MHz	1087
100MHz	1077

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- TEAC 1.44 Floppy Drive
- TV+VGA PCI Card w/ 2MB
- 15" .28 non-in Monitor
- ATX Medium Tower w/ 235 Watt
- 104 Keytronic win 95 Keyboard
- Microsoft Serial Mouse w/ Pad
- US ROBOTICS 33.6 Fax Modem
- 12X IDE CD-ROM
- Yamaha stereo sound 16
- 180 Watt Speakers
- FREE Power Center
- Windows 95B full version w/ CD (latest version)

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pentium®150	1614
pentium®166/MMX	1727/1824
pentium®200/MMX	1912/1999

intel CPU w/ intel Triton VX PCI 512 pipelined

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72 PINS MEMORY

8 MB 60ns 72 PIN EDO (16 chip)	47
16 MB 60ns 72 PIN EDO (8 chip)	87
16 MB 60/70ns 72 PIN (4x36)	95
32 MB 60ns (8x32)EDO / 8x36	170/190

30 PINS MEMORY

1 MB 80/70ns 30 PIN (1x3)	7/8
4 MB 60/70ns 30 PIN (4x9 - 9 chip)	30

CONTROLLERS

IDE ISA w/ I/O controller	10
EIDE VLB w/ I/O high speed 16550	20
Dual Printer port card	10
IDE w/ I/O cable set for motherboard	10
Adaptec SCSI 2940/2940U PCI	180/190
Adaptec SCSI 2940UW PCI	235

HARD DRIVERS

Fujitsu 1.20/1.70 GB EIDE	185/200
Fujitsu 2.10/2.50 GB EIDE	220/240
Quantum 1.20 GB/ 2.10GB EIDE	190/225
Quantum 3.20GB/ 3.80 EIDE	285/315
Quantum 3.20GB/ 3.80 EIDE	285/315
Quantum 2.10GB SCSI	305
Western Digital 1.20 GB/ 1.60 GB	200/210
Western Digital 2.10/2.50 GB	240/265
Western Digital 3.10/4.0 GB	300/375
Seagate 1.20/ 1.70 GB EIDE	190/205
Seagate 2.10/ 2.50 GB EIDE	220/245

KEYBOARDS

Mitsumi 104 WIN95	15
Keytronic WIN95/PS2	24/25
Color 104 win95 keyboard	20
Focus 2001	28
Focus 7200 w/ Trackball	35

MONITOR

MGC 14" / 15" / 17"	185/270/480
Impression 3 plus 14" .28 Non-in	190
Impression 5 plus 15" .28 flat	275
Impression 7 plus 17" .28	485
Sony 100SX 15" monitor	369
Sony 15SF2 15" monitor	455
Sony 200SX 17" monitor	650
Mag1595 / 1795	345/585
Hitachi CM1711 17" monitor	790
ViewSonic 15GS/17GS	375/600
ViewSonic 17PS	700

VGA

Cirrus Logic 64 PCI 1mb/2mb w/MPEG	35/45
S3-765 SVGA 64 bit PCI 1mb/2mb	35/45
Venus S3 Virge 3D 64 PCI 2MB/4MB	80/100
S3 Virge 3D 64 PCI 4MB	90
Matrox Millennium PCI 2mb/4mb	170/250
DIAMOND	
Stealth 64 PCI video 2001 1mb/2mb	70/80
Stealth 64 3D EDGE Multimedia PCI 2mb	120
Stealth 64 3D 2000 PCI 2mb/4mb EDO	100/120
Stealth 64 3D 3000 PCI 2mb/4mb VRAM	140/190
Stealth 64 PCI 2M/4M VRAM	125/185
MPEG Card upgrade (M1100)	85

MISCELLANEOUS

Colorado T-1000 800MB W/Tape	130
Colorado T-3000 3.2GB W/Tape	185
Logitech Mouse 2 buttons/3buttons	15/20
Logitech Mouse PS2-3buttons	20
1.44 Teac Floppy Drive/1.20 Teac	25/40
CPU Cooling Fan 486/P5 75-200	5
60 Watt/180 watt Speakers	20/40
240 watt/260 watt Speakers	45/50
YAMAHA M7/M15 speakers	45/75
YAMAHA Subwoofer M7/M15	150/185

MULTIMEDIA

ESS 1688 stereo sound 16 w/ 3D - PNP	29
SoundBlaster 16 Creative Labs PNP	59
SoundBlaster AWE64 Creative Labs (Retail box)	195
SoundBlaster SB32 PNP Creative Labs	95
MITSUMI 4X IDE CD-ROM	68
NEC 4X IDE CD 4X4 CHANGER	85
NEC 4X SCSI	85
CREATIVE 8X SPEED IDE CD-ROM	95
MITSUMI 8X SPEED IDE CD-ROM	95
TOSHIBA 12X SPEED IDE CD-ROM	120
PANASONIC 12 X IDE CD-ROM	110
MITSUMI 12X IDE CD-ROM	110
TOSHIBA 15X SCSI CD-ROM	220

CASES

Mini Tower Case w/LED 230 Watt P.S	32
Super Mini Tower Case w/LED 230 Watt P.S	40
Desktop AT case w/LED 230 Watt P.S	40
Medium Tower Case w/ LED 230 Watt P.S	50
Full Tower Case w/LED 250 Watt P.S	65
ATX Super Mid Tower w/ 235 Watt P.S.	85
ATX Medium Tower case w/ 235 Watt P.S.	95
ATX Full Tower 235 watt / 300 watt P.S	130/160
ATX File Server w/ 300 watt P.S (3 doors open)	170

FAX-MODEM

PHOEBE 33.6 Fax-Modem	80
28800 Fax/Modem w/ Voice	70
28.800 Supra PNP / voice PNP	80/85
US ROBOTICS 33.6 PNP (internal)	115
US ROBOTICS 33.6 PNP (external)/w/voice	155/165
US ROBOTICS Fax/Modem 33.6 w/voice	120

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BENiTEK 486 SYSTEMS

- MotherBoard PCI w/ built-in IDE & I/O 16550 & 256K Cache
- 8 MB RAM installed
- 1.44 TEAC Floppy Drive
- 1.0 GB EIDE HD
- S3-765 64 PCI W/ 1mb
- 14" SVGA .28 NI Monitor
- Mini Tower Case LED w/230W P.S.
- 104 Win 95 keyboard
- Logitech Mouse w/ Pad

486DX4-100 or DX5-133/256K AMD	650
486DX-33/256K intel	620

BENiTEK PENTIUM SYSTEMS

- Intel Triton VX PCIw/256K pipelined
- Intel Pentium® CPU w/ Cooling fan
- 16MB RAM installed 72 pin
- 1.44 Teac Floppy Drive
- 1.0 GB IDE Hard Drive
- EIDE PCI w/ I/O 16550 controller built-in
- S3-64 PCI w/ 1MB
- 14" SVGA .28 Color Non-IN Monitor
- Mini Tower Case w/LED w/230W P.S.
- 104 keyboard
- Logitech Mouse w/ Pad

Intel Pentium® 200MHz MMX	$1217
Intel Pentium® 200MHz	$1130
Intel Pentium® 166MHz MMX	$1042
Intel Pentium® 166MHz	$945
Intel Pentium® 150MHz	$832
Intel Pentium® 133MHz	$807
Intel Pentium® 120MHz	$780
Intel Pentium® 100MHz	$770

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3com 3C509TPO ISA /Combo	80/90
3com 3C900TPO PCI/ Combo	95/110
SMC8416 BT/9332BDT	85/125
NE2000 combo PNP-ISA/PCI	25/30

Visioneer

continued from page 114

and younger are much more comfortable with screen-to-brain, with no intervening paper. Is this a threat to your business model?

McConnell: I think so! [*laughs*]

Mowery: If you look at HP, one of their strategies is Mopying, which is basically using your printer as a copier. They love to incent people to print out hard copy. I don't think there's going to be any diminishment of hard copy for a long time.

McConnell: I find that about two-thirds of what I get in email is clippings. I'll read it once, and since it's PaperPort it'll be there again if I want it, even indexed by word by the time it's all over. But the truth is, I'm probably just going to read it once and throw it away. Those kinds of documents, it's very efficient to read it and just close the message and move on.

We found an office in New York on our IPO roadshow where we discovered that they were sending documents from the tenth floor to the thirtieth floor of their building via FedEx because it got there quicker. The interoffice mail took two days.

But if you sent it to Memphis and back...

It got there the next morning! [*laughter*]

How long did it take to get email from the tenth floor to the thirtieth floor? A light bulb goes on!

Do you have a sense of whether your customers are mostly corporate, or small businesses, or individuals?

Mowery: About 75% of our customers are SOHO.

As you say, you've opened this technology to the non-specialist, and SOHO people are classic examples of people who want to do their work, not spend a lot of time learning new software. So how are they using this?

McConnell: They still have to keep the books, they have to answer letters, they have to do all of these things, and they don't have a specialist to do it for them.

Mowery: We find that after they buy the product, filing and faxing come to the fore. For a lot of people, this becomes a surrogate for the fax machine.

You touch the paper to the front of the machine, it comes up on your PaperPort desktop, then you can drag it to your fax software and type in your number and away it goes. It's certainly easier than walking down the hallway, even in a small business with 25 or 30 people—hoping that the machine isn't tied up, hoping that the line isn't busy for whatever reason or that the machine actually works that day because the one person in the office who knows how to operate it isn't there.

It's a godsend. Time is money in a small business. Not having to get up and walk someplace else, just being able to do it from your desktop, is really a profound application.

McConnell: And then of course you've also filed the document because it's in PaperPort.

It's faster and simpler than using an ordinary fax machine, and it leverages what you've already purchased. You already have a faxmodem, you already have a computer, you already have a monitor.

Mowery: Our product with NetCentric is a fax solution. It has something called POPware that works with your ISP's software.

If I wanted to send something to Japan today by traditional faxing, I would have to get the Japanese phone number, figure out how to dial in all those funny international codes—it's all very confusing. Plus, when I finally do get through, I'm going to be paying some obscene long distance charge, and if only two pages go through and I have to resend them. I'm doubling my cost.

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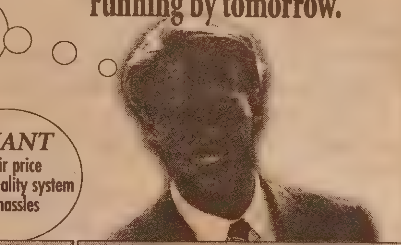

I DO
-prefer my own specifications
-prefer to call/fax/e-mail Capri
-prefer to relax while Capri works

I WILL
-open the box
-plug & play
-enjoy!

I WANT
-a fair price
-a high-quality system
-no hassles

SOHO WORKSTATION #1
- CPU: Intel Pentium® Processor w/Cooling Fan
- Cache: 512KB Pipeline Burst
- Case: Med Tower 200W Power Supply
- Floppy: 1.44MB • RAM: 16MB EDO 60ns
- Graphics Controller: ST64/2500/2MB/DRAM 64-Bit PCI
- Hard Drive: 2.1GB • CD-ROM Drive: 8X
- Sound Card: 16 Bit/Full Duplex/MIDI
- Modem: 33.6 Voice/Fax/Modem (int) Upgradable to X2
- Microphone: Mic Included • Speakers: 60 Watt
- Keyboard: 104 Keytronic/Win 95 • Mouse: Serial 3-Button
- Win 95 (CD) • MS Office Pro 97 (CD) Full Version
- Quicken Special 95 • Prodigy/AOL/Compuserve
- Monitor: 15"/.28/PnP/MPRII (2-year warranty)

P5 100/120/133MHz..............$1565/1575/1625
P5 150/166/200MHz..............$1665/1845/2045

Limited time offer on systems (will expire on 4/27/97)

SOHO WORKSTATION #2
- CPU: Intel Pentium® Processor w/Cooling Fan
- Cache: 512KB Pipeline Burst
- Case: Med Tower 200W Power Supply
- Floppy: 1.44MB • RAM: 32MB EDO 60ns
- Graphics Controller: ST64/2500/2MB/DRAM 64-Bit PCI
- Hard Drive: 2.5GB • CD-ROM Drive: 12X
- Sound Card: 16 Bit/Full Duplex/MIDI
- Modem: 33.6 Voice/Fax/Modem (int) Upgradable to X2
- Microphone: Mic Included • Speakers: 80 Watt
- Keyboard: 104 Keytronic/Win 95 • Mouse: Serial 3-Button
- Win 95 (CD) • MS Office Pro 97 (CD) Full Version
- Quicken Special 95 • Prodigy/AOL/Compuserve
- Monitor: 17"/.28/PnP/MPRII (2-year warranty)

P5 100/120/133MHz..............$1950/1970/2025
P5 150/166/200MHz..............$2080/2170/2370

UPGRADE OPTIONS:

P5-166 to P5-166MMX	$120	HD 2.5GB to 3.1 WD	$44
P5-200 to P5-200MMX	$161	HD 2.5GB to 4.0 WD	$99
12X CD-ROM to 16X	$24	HD 2.1GB to 2.5 WD	$31
8X CD-ROM to 12X	$21	HD 2.1GB to 3.1 WD	$73
8X CD-ROM to 16X	$42	HD 2.1GB to 4.0 WD	$134
		Stealth 3D 3000 2MB VRAM	$72
		Stealth 3D 3000 4MB VRAM	$123

RAM 16MB EDO 72 Pin	$75
RAM 32MB EDO 72 Pin	$139
17" Touch to 17" Princeton .26/NI/MPRII	$223
15" Touch to 17" Princeton .26/NI/MPRII	$421
15" Touch to 17" Touch	$210
Creative Labs 32 PnP	$54
Printer Canon BJC-240	$182
Keyboard & Scanner PaperPort ix	$210

Upgrade prices valid only with purchase of system.

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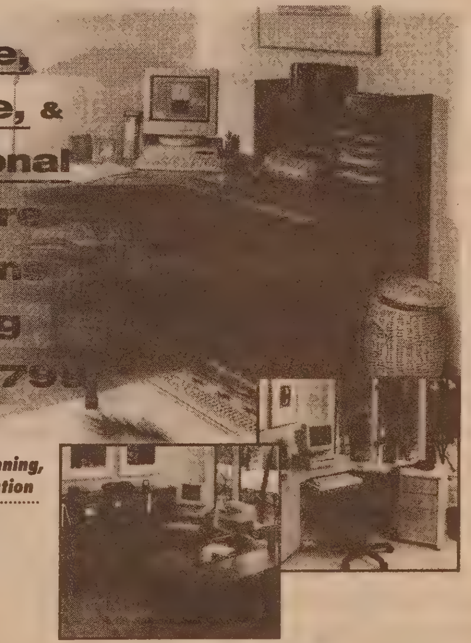

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It's a very expensive proposition. In fact, I would submit that most businesses don't know how much they're spending on faxing, because they get one telecommunications bill. Certainly in large businesses it's been identified that as much as 50-60% of the costs of the telecommunications is related to faxing.

Wouldn't it be great if you didn't have to dial Japan? Wouldn't it be great if you were here in Fremont and you dialed your local ISP? It's fifteen cents a minute instead of $1.50 a minute. Look at the relative savings. Plus you're guaranteed a connection using NetCentric's solution. Yet another way to communicate.

The Internet, and the Web in particular, have grown very rapidly lately and pretty much changed everything. How have they changed your business?

McConnell: Several ways—one of them is PaperPortation.

It's not a precise science. There's still some work to be done about sending any kind of file from here to Boston—an Excel spreadsheet or Microsoft Word or whatever. But I do it regularly, and I would say it's a pretty reliable method of communication now, and it's free. And it's instantaneous.

Mowery: The great news for us was that the Web happened. Back to Pierre Cotte—he originally saw this product as an extension of corporate email, and the strategic thrust was into large corporations using this as an extension of cc:Mail or QuickMail or whatever was there.

At that time the number of installed sites using an email system of any kind was relatively small. Therefore the customer didn't begin to understand what this solution was about. With the advent of the Web, he's in the position to see his vision fulfilled.

I think communications will come more and more to the fore as a mission-critical application, if you will, for PaperPort. It's only positive for us.

More and more small businesses are going to be creating their own Web sites. Do you want to go over here and get this very specialized flatbed scanner with virtually no software and figure out how to do that, or would you rather, as we've just described it, touch a paper to the front of the machine, bring it into Claris HomePage or something like that, and put that onto your server? All this is being done automatically without going to a specialized set of tools or outsourcing Web site creation.

So many more people are going to be able to create their own personalized pages for their small businesses than ever before, simply because we've simplified getting that data into your computer and putting it to work.

McConnell: 24 Hours in Cyberspace had a very sophisticated system for taking a photograph in South Africa and wiring it back to Marin County to be put on a Web site. Great system. The trouble was, there was writing on every one of those pages too. The roadblock for them was, "I've got this writeup the guy gave me a week ago, how do I get this on the Web site?"

We got a call and sent a lot of PaperPorts up to them, and they were PaperPorting this paper in, OCRing it, creating text that they could then drop on the Web site.

A lot of these kinds of things are just godsends for us. They're uses we never would have thought of. OCRing to HTML...

What would you like to do that you can't do yet?

Mowery: We think that the area of being able to share paper documents is an important one. There are some things in that regard we'd like to explore. Even the smallest businesses want to tap into a repository and pull out a document, be able to see it and put it back.

That's an interesting area for exploration—there's nothing that really does that today simply and inexpensively. There's very high-end solutions, but in the spirit of the original PaperPort, whether we could add significantly greater utility for the workgroup that's easy to install and access is a pretty interesting question, simply because more and more small businesses are networked.

McConnell: My dream come true would be if Microsoft, Adobe, Apple and a few others could get together and establish one standard for imaging so that if I sent you a document..

My EPS would open in your application!

Exactly! [*laughter*] Right now we have made it very simple to get our viewer—it's on our Web page, it's on AOL, it comes embedded with Netscape. There's lots of ways to get our viewer, but the truth is it's just silly that you need a special viewer to view anything.

Mowery: I think in that regard things like Java are especially promising—a little Java wrapper that would go around every document. You're a Mac person, I'm a Windows person, it's totally transparent, you just open the document and away we go.

McConnell: Some guy in the Defense Department got funding from the Pentagon to write a viewer for a SPARCstation because the people he was working with in the Pentagon refused to send documents except through PaperPort, but he refused to buy a Mac or a PC, so..[*laughter*] he wrote a viewer!

We made it so simple, and yet there's no kind of standard. We give you a choice—you can export as any of those file formats. You can send an Acrobat document or a TIFF or PICT, whatever. Or PaperPort. We're gradually going to proliferate the PaperPort viewer everywhere in the world, so maybe it'll solve itself by us just keeping up what we're doing, but gee.

The other thing—we don't understand why everybody doesn't have one of these PaperPorts, but the rational part of us says "Isn't it good, that this didn't happen overnight, that we're only growing 100% a year?" Because if it got too big too fast a lot of other people would be trying to jump in before we were strong enough.

Do you have serious competitors?

It's really wonderful right now—probably the #2 company in the market, Logitech, is addressing a different market with a color device and really no kind of software. Our second competitor is Hewlett-Packard, which of course buys from us, so that's okay.

The you've got a number of offshore competitors who said, "Oh, I see what this is, it's a cheap scanner! We'll do a cheap scanner." They're honestly not competition. They're doing something else—kind of the do-it-yourself approach. If you've got a Saturday afternoon, go buy one!

Mowery: The market penetration is still so low that there's tremendous potential for growth here for everybody. So while more and more people are coming into our space, we don't think any of them are really selling what we would call a whole system which totally integrates the hardware and software.

But to the extent that they're legitimizing an aspect of the category, scanning in a very small form factor, getting the channel smart and in turn adding to the interest on the part of potential customers—that can only help us, and we have to harness that energy and interest to our advantage from a branded standpoint.

McConnell: I have one more dream. It would be terrific if somebody—not us—would just take bills and pay them. That's an area we're trying to encourage others to work on!

We have 6% of the company dedicated to working with third parties.

The SOHO market is still growing.

Mowery: It's growing tremendously.

A lot of this is the result of corporate downsizing—people saying, "I've had enough of large businesses, it's time for me to strike out as an entrepreneur." I think 50% of all small business formation is being led by women. it will be bigger than that by the end of the century.

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This industry has created a multitude of new ways of working that weren't imaginable before. It's not just Webmasters in Silicon Valley, they're all across the country. More small businesses are calling on other small businesses to help them create better uses of the technology. It's growing dramatically.

As small businesses look to the Web as a new mode of distribution and sales, again, that plays right to our strength, which is the ability to get that information into the computer and put it to work in ways that were never before imaginable.

McConnell: One of our investors just sent me an article about a man who had moved to New Hampshire. He wanted to work out in the country, so he started a business, and now it was booming. He was doing callback services to Europe—you'd call his number, Europe would call you, so you'd save on tolls.

His business got big. He refused to hire people. He said he was sending 50% of his invoices via email using PaperPort, getting more and more done without taking more and more hours or hiring staff.

We've now introduced a battery pack, because we kept getting requests from people like Chris Bonington, the British explorer, who sits there and wants to fax from Tibet and doesn't always have an outlet, or people in hotel rooms.

The best application we've heard of so far is a trucking company that would send someone from San Francisco to Detroit and make a delivery. The guy would drive back to San Francisco and hand in the signed receipts, and then they would send the bill.

Now he gets the signature and literally faxes it from his truck using PaperPort and a laptop and a modem, and the bill usually gets sent five days before he gets home. The invoice gets cut within an hour of the delivery being made.

I'd also guess that the people who buy wireless modems would also be interested in that.

Mowery: The Chris Bonington story is really a wireless modem story. He's a very celebrated English mountaineer who's traveling in remote locations. While he may be staying in a small hotel, it's unlikely to have a fax machine. He has a PowerBook and a wireless modem, and he has an administrator in London who takes all his mail, scans it in, posts it for him, and then he can access it on his PowerBook and read hard copy. Before that it all had to go by snail mail, or he had to wait till he arrived somewhere where they had a fax machine. Now he's getting all that information in real time, effectively, and he's able to respond on the spot. He's never been able to do that before.

McConnell: I was in the World Wide Live headquarters in Washington, and the head of Asia Pacific had a picture of him and Chris Bonington on the wall. I told him that story, and he said, "Oh! I should tell you how we use PaperPort!"

He's got his offices all over Asia—Bhutan, Papua New Guinea—wired into their email system. He says he saved $50,000 last year sending communication over the Internet rather than using FedEx. To get a document from Bhutan to Washington—I don't know what the cost is, but it's not 32 cents. So they're just using email.

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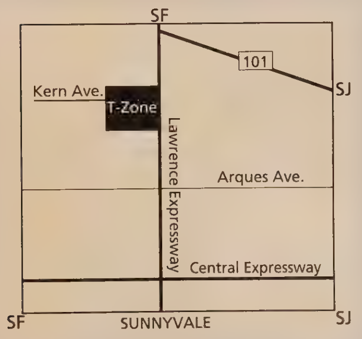

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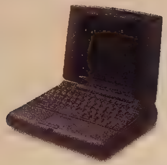

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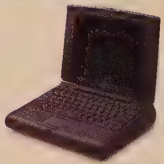

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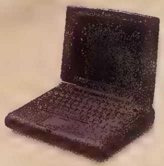

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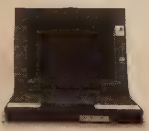

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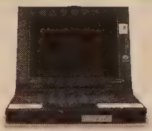

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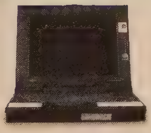

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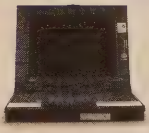

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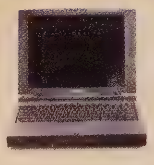

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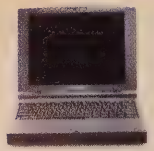

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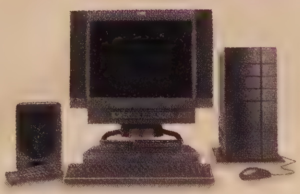

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Advantage 9316

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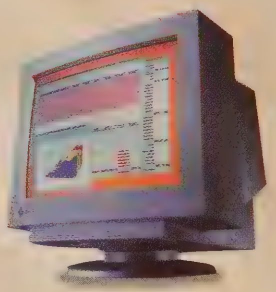

FlexScan® FX-C5

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- Ergonomic design for safety and comfort
- TCO 95 Certification

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- PowerManager™ minimized energy consumption
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- TCO 95 Certification

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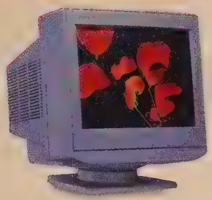

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- 0.25mm AG dot pitch
- 1280 x 1024 maximum resolution
- 64 KHz

P/N 230-040043 **$699**

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- On-screen display of comprehensive digital controls for easy image adjustment
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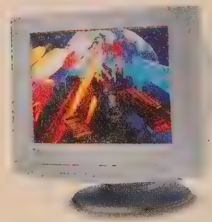

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- OnView® controls, including ViewMatch® color control

P/N 230-003482 $649

ViewSonic 17-PS

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- 1600 x 1280 maximum resolution
- OnView® controls.

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- 66 MHz
- .25mm
- 1600 x 1200

P/N 230-004909 $839

Diamond Pro 91TXM

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- 1600 x 1200 @ 75 Hz NI maximum resolution
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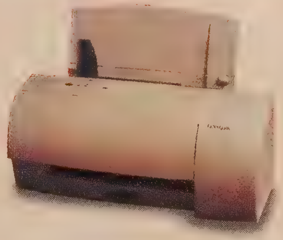

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- 600 dpi

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- Color kit included

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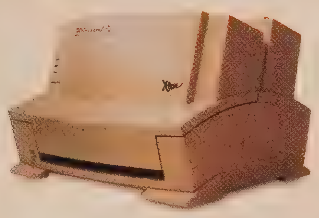

HP LaserJet 5L-Extra

- 4 pages per minute
- 600 dpi

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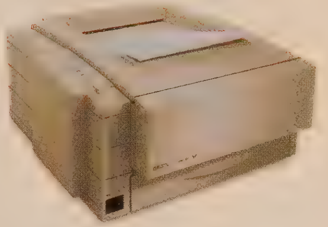
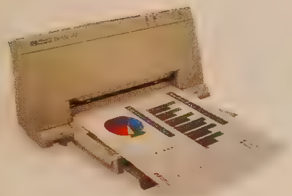


HP LaserJet 6P

- 8 pages per minute
- 600 dpi

P/N 280-005635 **$749**



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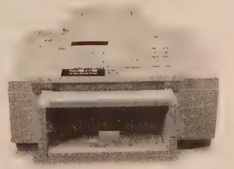

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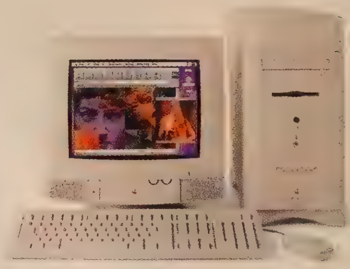
- 16MB of RAM
- 1.6GB hard disk drive
- Built-in 8X-speed

P/N 050-034029 $1,549



Apple Performa 6400/200

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- 16MB of RAM (expandable to 136MB)
- 2.4GB hard disk drive
- Built-in 8X-speed

P/N 050-034030 $1,798

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- Two Types 2 PCMCIA Slot
- Japanese Windows95
- W158xD113xH33mm/715g

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- Japanese Windows95
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- Japanese Windows95
- W297xD222xH31mm/1.9Kg

P/N142-042372 $3,419

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- 8MB RAM (40MB Max)
- 810MB HDD
- 11.3" DSTN (800x600)
- Japanese Windows95
- W297xD222xH31mm/1.9Kg

P/N142-042372 $2,099

Panasonic

Let's NOTE mini

Panasonic Let's NOTE

- Intel Pentium-133MHz
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- 1.0 GB HDD
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- Japanese Windows95
- W255xD192xH41/1.5Kg

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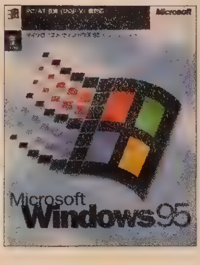
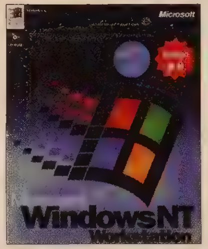


Windows '95

Microsoft Office '95



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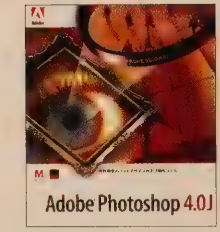

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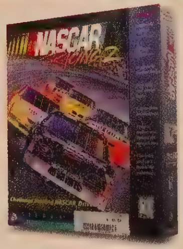

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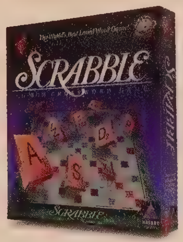

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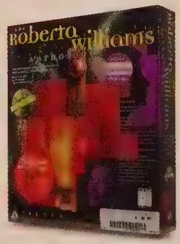
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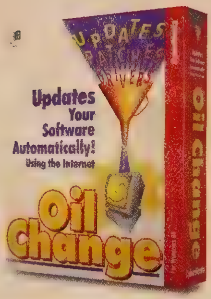
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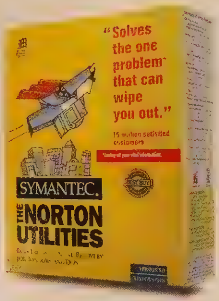
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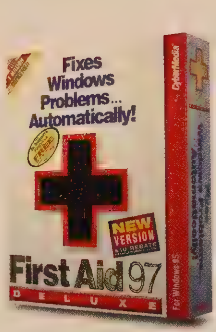
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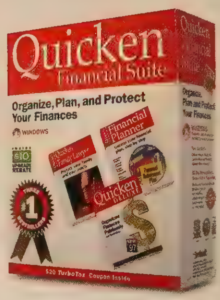
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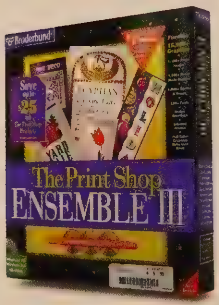
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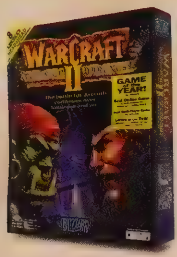
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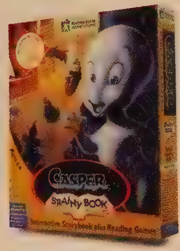
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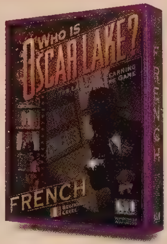
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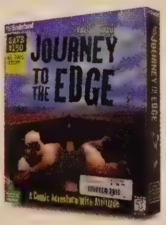
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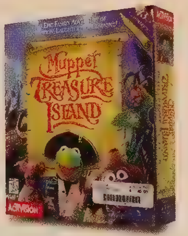
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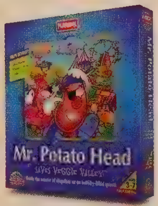
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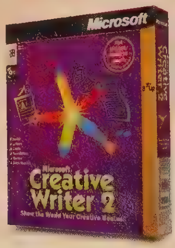

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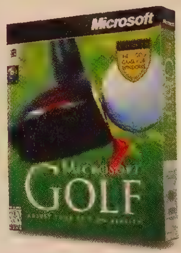

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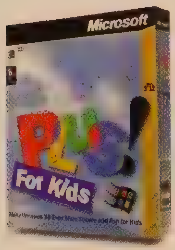

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Look Before You Leap

How Sure-Fire Is That Online Business Opportunity?

By Laura Bell

Now that using the Internet in a home-based headquarters is just as hot as the latest trend in fashion, you're probably bombarded with articles and solicitations dealing with "making big $$ on the Net" or "how to turn your PC into dollars." These opportunities come in well-known packages: medical billing, long-distance carriers, travel agents, health care products, gadgets for the home and more.

Indeed, well-established franchises and reliable companies do offer worthwhile packages to budding entrepreneurs. Some offer good training and back-up support. Others just offer a package.

However, common sense needs to be your first asset in your trip up the self-employment ladder. Without it, there can be only one future—disaster.

Do Your Homework

Any franchise or business opportunity vendor should be more than glad to offer you information on past and current members. If the company contact acts reluctant to provide this kind of information, it should be your first warning that this organization is not what it claims.

In your research, do more than just read advertisement blurbs or copy which has come from corporate headquarters. It is there for only one reason: to convince you to buy in. Do your own research in your search for happy owners. Do not take someone else's word.

The phone or email will do for an exchange of information. If you're considering one of the money-making packages which have received national coverage, there will be a SIG or forum with folks "into" it on the online world. Use your Net and online skills to help with your homework.

Do What You Know

People tend to get a little crazy when it comes to going into business for themselves. Stay with areas you know something about. If you have never worked with printers and don't know desktop publishing, do not assume that some magic package is going to put you into the newsletter business with an income you've only dreamed of. These stories, for the most part, exist only in advertising copywriters' minds.

In the '80s, I interviewed the chief executive officer of Beverly Enterprises, Robert Van Tuyle, at a time when the company was trying to recuperate from some very heavy industry losses. He told me that if they hadn't purchased companies outside of their management's expertise, the company probably would not have been going through its crisis.

Many companies' literature promises it will give you training and back you up with support. However, "support" doesn't necessarily mean you can get an immediate answer about a bug in the computer software, or help you with a customer-related problem when you have someone on hold. There is absolutely no way a manual or a support line can replace background knowledge of a particular industry. Every industry has its own peculiarities. You have to have been there to know how to deal with them.

> Stay with areas **you know something about.** If you have never worked with printers and don't know desktop publishing, do not assume that **some magic package** is going to put you into the newsletter business with an income you've **only dreamed of.**

Don't Bet The Farm

Over the years it's often happened that a friend or colleague has recommended I jump into a "sell out of the home" business. He/she was doing well and knew of others who had fared profitably.

However, seeing someone else successful should not influence you to throw caution to the wind.

Do not reroute money/investment funds from other projects to buy into one of these business prospects. Previously tagged monies for either bills or other investments should stay right where they are.

New ventures should not be started with funds you cannot afford to lose, or at least be without for a certain amount of time, without interfering with your family's lifestyle. For example, do not take money from your retirement package for such ventures. Do not invest in any plan with money you cannot replace. Launching a new business opportunity is just as risky as a trip to the gambling casino or playing the stock market.

Multi-Level Marketing: Choose Wisely

The multi-level marketing industry has developed new twists in the '90s. The new buzzword is network marketing. Some businesses work; others put unseemly pressures on those joining the "group," and have developed bad reputations as a result. If, however, you like the idea of working with groups and making money off those you recruit, consider the following:

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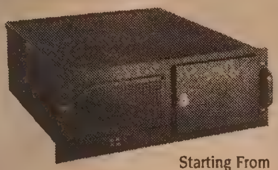

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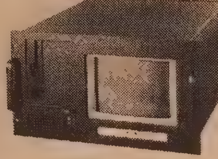

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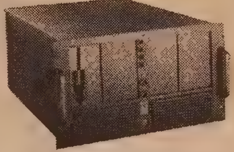

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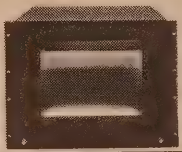

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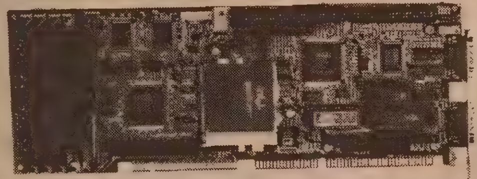

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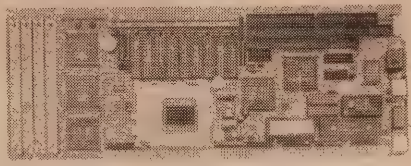

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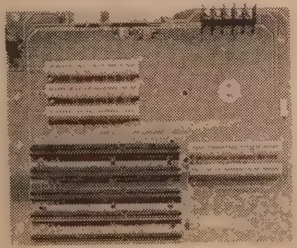

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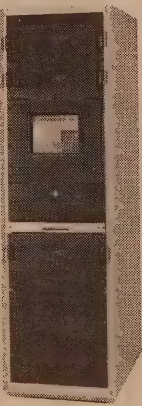

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An overemphasis on recruiting can sometimes put members in a situation where they have no time to keep up with personal sales. Given enough time, these pressures create a no-win situation for your business future. (I sold a line of clothes out of my home in the '70s, and found myself dealing with this recruiting problem.)

Are you under constant pressure to maintain a certain sales quota amount every month for fear of losing perks and high percentages added to your paycheck? Those new to business, when falling prey to these pressures, will do almost anything to keep up their status. In order to meet monthly quotas, they may charge orders to their own personal credit lines in hopes of selling the inventory and replacing the loss/cost at a later date. The end result is usually loss of their personal credit.

Bottom line: If you join one of these organizations, do not fall prey to a push-push mentality.

Some of these groups and their pressure tactics inflict a cult-like mentality on their recruits. Make sure that you maintain a life outside. Friends and relatives not involved in the business can help you keep a perspective.

Room To Grow?

Sometimes businesses only recruit reps for given territories. This used to be enforced strictly with the likes of Avon and the like. Find out beforehand if "your company" has this rule and its ramifications. Are you, for instance, in a territory you think lacks sufficient potential customers for the type of business you want to grow? For an insight on small businesses doing well within any city, check the Chamber of Commerce Directory. Some cities are now putting theirs on the Web.

Several years ago, one of the primetime news magazines ran a feature on alleged misconduct of a franchise dealing with the interior design market. One of the couples interviewed for the piece found out too late there was someone just a few blocks away who also bought into the franchise. If they had asked the right questions, this could have been avoided.

Hard Work, Not Easy Street

Promotional come-ons for many of these companies imply that a permanent increase in income will follow the minute you sign their contract.

Business is risky in all shapes and forms. Using your computer, buying into a franchise, or a networking marketing program **does not magically change** this. However, opportunities are out there.

Initially, if you have a close circle of friends, colleagues or associates who are potential customers, this may be true, but only in the short run. Income from initial sales may give you an unrealistic picture as to what is really going on. Also, previous testimonials from other clients may also be simply early sales from friendly customers.

However, there will come a time when that first circle has to be broken by doing hard sales and cold marketing. That's when the real work starts and the honeymoon is over. Do not accept testimonials from other customers involved in one of these groups without probing this question. And, if your source claims to have no trouble finding customers after a year or longer in business, then find out how many groups and organizations they were involved in before launching this venture. Probing beneath the surface is sometimes very necessary.

And the last thing to remember in all business — everything takes longer than you thought it would.

Online Resources

For current advice, I checked in with the CompuServe forums for those already in business, expanding, or about to start. (This includes several discussions of business opportunities.)

One of the most helpful forums seems to be the "work at home" forum. This can be found by using "/g work." There's at least one other area on CIS for entrepreneurs: either type "/g smallbiz" or "find entrepreneurs."

The Internet offers many Usenet groups for anyone interested in operating their business. Use a key word to search the ones out which interest you with your ISP. Try "business," "entrepreneurs" and "consulting" as search words to get you started.

A few tips from the "work at home" forum: "Don't look for handholding"; "Remember the 4Ds when running your business: dedication, desire, determination and discipline"; and "Be prepared for ups and downs."

Tradeoffs: Is Self-Employment For You?

Any entrepreneur has to realize that the freedom he has to become his own boss also brings the flip side of the coin—the freedom to fail.

Joining an established organization does give you a leg up on the world as a new entrepreneur. It helps you overcome the problems surrounding name recognition. This is one of the biggest advantage to joining an established group/organization. They are, however, only offering you a key to get in the door. This is your beginning.

What happens after that has to do with you as an individual. If you have done your homework and feel ready to leap, do so with the understanding that your responsibility as a business owner is just beginning. It's yours, and that of those partners or associates you chose to involve in your operation.

If, down the road, you find the business is not working out the way it should, look at the whole picture realistically. Did you give it enough time? Most businesses take quite a while to turn a profit. It's one of the reasons the SBA (Small Business Association) advises you make a business plan for the first five years. How you schedule your time, take care of the business's required accounting, public relations, and most of the marketing falls on your shoulders.

Business is risky in all shapes and forms. Using your computer, buying into a franchise, or a networking marketing program does not magically change this. However, opportunities are out there. Chose carefully and plan wisely. ■

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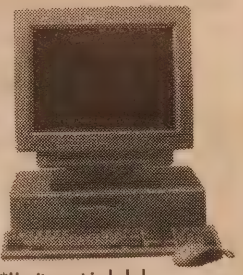

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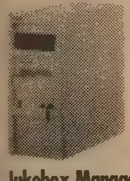

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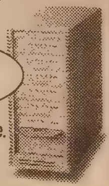

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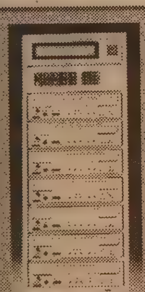

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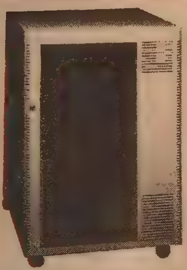

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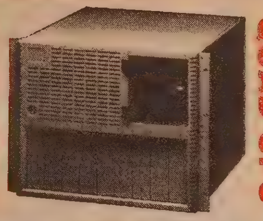

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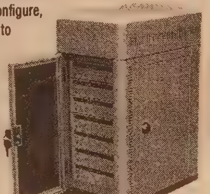

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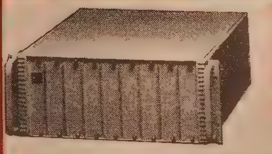

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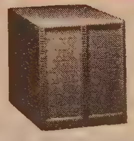

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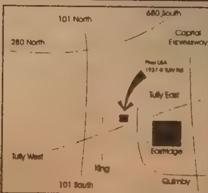

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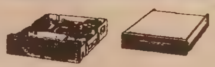

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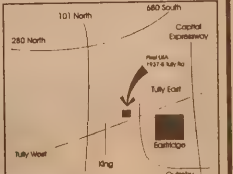

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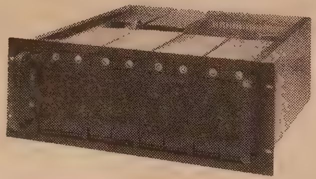

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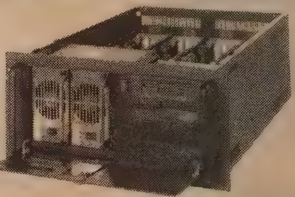

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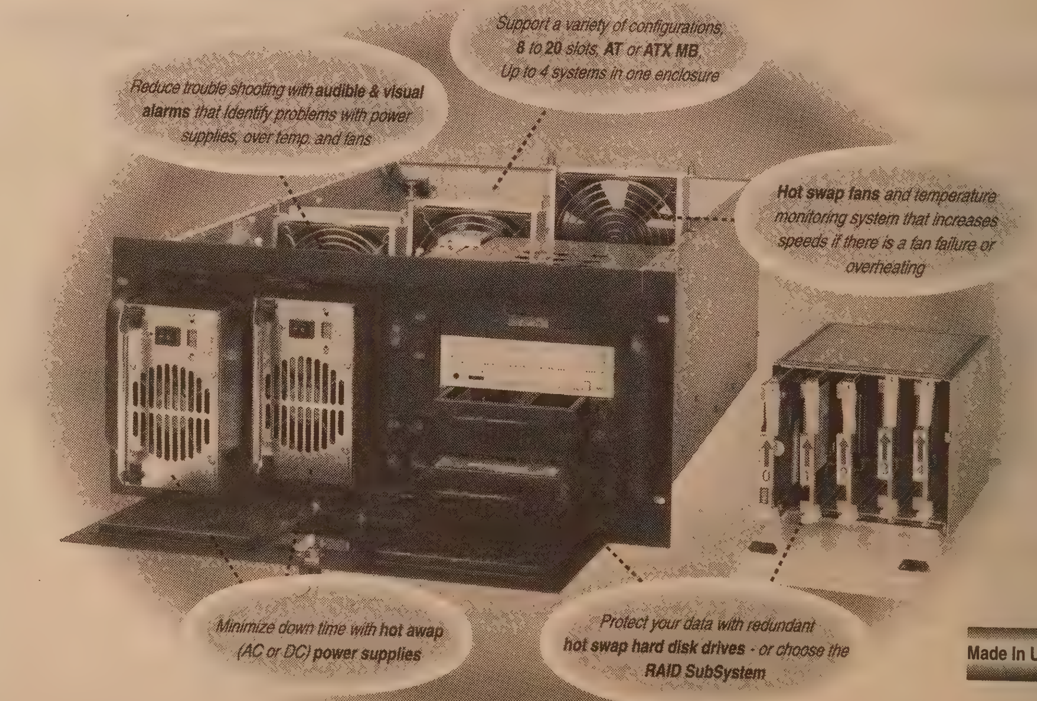
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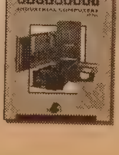

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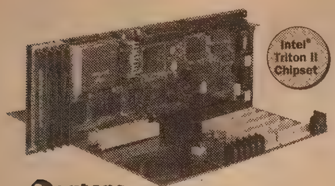

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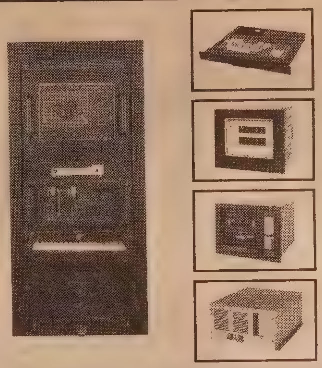

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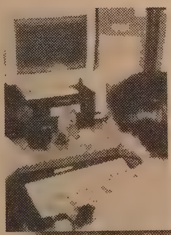

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Harmony And Beyond

Nowadays, time seems to stand still for Mac-philes. They wait for Apple CEO Gilbert Amelio's announcement of cost-cutting measures and the layoffs that will follow. Over the years there's been a steady stream of BMUGers heading down the freeway to work in Cupertino—our hearts go out to any friends caught in the current mess.

And then there are concerns over Apple's forthcoming gloomy financial results for its second fiscal quarter, due at the end of March. The expected loss will include more than $300 million for its purchase of NeXT Inc. and charges for the layoffs. Ouch!

Instead of pacing the floor and wearing a channel in the rug, I've employed a three-part strategy to ease the mental strain of waiting: frequent visits on the Planet BMUG electronic service to check up on the latest happenings, perusals of the fine print found in the latest BMUG newsletter, and watching *Perry Mason* episodes recorded on video. And there's an added bonus: They can all be done while sitting in bed with a PowerBook on my lap.

Onward!

Harmonious Tidings

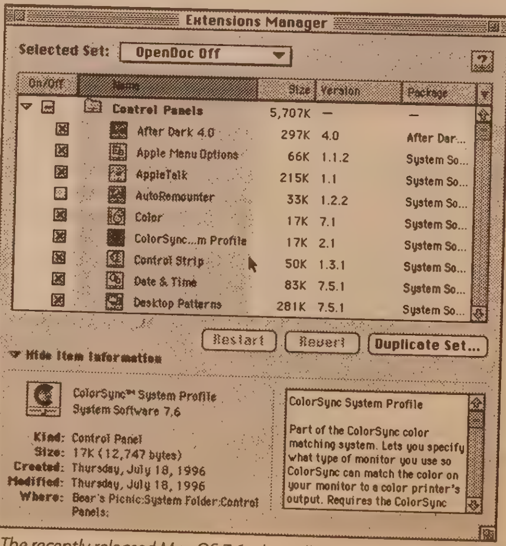
Apple recently released the latest version of its operating system, Mac OS 7.6, code-named Harmony. The whole kit and caboodle comes on a $99 CD-ROM; owners of the previous System 7.5 can upgrade for $69.

It conveniently puts into one package a passel of system add-ons, utilities and applications—perhaps the reason why it's been a good seller.

Some members of the BMUG know-it-all peanut gallery felt that the CD-ROM was not really necessary, since most of Harmony's pieces are available separately off the Web. However, anyone who's had to install a previous version of System 7.5 and then run a series of updaters knows that the price of convenience shouldn't be sniffed at.

Acknowledging the seemingly countless pieces of software that go into the System folder, Harmony's installer is much improved over the minimalist older versions. It guides users, asking them to read help files and repair disks before starting the installation.

The new release also asks users to update hard disk drivers before installing Harmony. Since Apple's storage utility only can update Apple-labeled drives, you should be sure to get the latest version of any third-party formatting software and load new drivers before proceeding with the installation.



Selected Set: OpenDoc Off

On/Off	Name	Size	Version	Package
☐	Control Panels	5,707K	—	—
☒	After Dark 4.0	297K	4.0	After Dar...
☒	Apple Menu Options	66K	1.1.2	System So...
☒	AppleTalk	215K	1.1	System So...
☐	AutoRemounter	33K	1.2.2	System So...
☒	Color	17K	7.1	System So...
☒	ColorSync...m Profile	17K	2.1	System So...
☒	Control Strip	50K	1.3.1	System So...
☒	Date & Time	83K	7.5.1	System So...
☒	Desktop Patterns	281K	7.5.1	System So...

ColorSync™ System Profile
System Software 7.6

Kind: Control Panel
Size: 17K (12,747 bytes)
Created: Thursday, July 18, 1996
Modified: Thursday, July 18, 1996
Where: Bear's Picnic:System Folder:Control Panels:

ColorSync System Profile

Part of the ColorSync color matching system. Lets you specify what type of monitor you use so ColorSync can match the color on your monitor to a color printer's output. Requires the ColorSync

The recently released Mac OS 7.6, also called Harmony, has a spiffy new Extensions Manager control panel. It now can tell you quite a bit about what you're turning on and off.

It goes without saying (although I will say it anyway) that everyone should back up data before proceeding with any major system software installation.

The Harmony installer gives users two options: to overwrite the current items in the system, or to create a brand new "clean" one. Employing the latter scheme would mean that all preferences, third-party extensions and control panels would have to be copied over later. This time-consuming task can be a real pain in the neck, so unless you know what you're doing (and even then) choose the regular installation.

But System 7.6 isn't for everyone. It needs a "32-bit clean" machine, with a 68030 or better processor. The old dirty models include the popular Mac IIcx and SE/30.

According to Apple, Harmony fixes a number of bugs and uses a faster virtual memory scheme. It also comes with the improved, more-reliable version of Open

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Transport, which includes Point-to-Point Protocol 1.0.

The update also supports the new clones based on the Tanzania motherboard design, such as Motorola Computer Group's StarMax models. Of course, it also works with machines offered by other clone vendors, just as it works on most older Apple Macs.

Users should note that Apple now separates its hardware releases from software updates. New machines are not tied to the schedule for system software and vice versa.

Since last fall, this strategic change means that new Apple models and Mac clones may not use the latest off-the-shelf system release. Although everyone thinks it's always best to run the latest and greatest systemware, it now may not always be compatible. Instead, the units will have to wait for the next quarterly update for support.

It's Easy To C

Last November, Apple said it had uncovered a serious bug in an extension called the CFM-68K Runtime Enabler. The CFM stands for Code Fragment Manager and it's needed by some applications and systemware on older Macs that run a 680x0 processor instead of the PowerPC.

The problem caused random crashes and hangs that could cause users to lose data. Apple recommended that users disable the extension via the Extension Manager control panel. Harmony stopped the extension from loading altogether.

The CFM software is needed by Apple's OpenDoc, LaserWriter 8.4 driver, Media Tool and Telecom Software 3.0 or later. Some of the popular third-party applications that use it are America Online 3.0 and Microsoft's Internet Explorer 3.0. The problem only crops up on 680x0 Macs, not on PowerPC-based Macs.

With the CFM-68K Runtime Enabler, developers can more easily write programs that can run on both older Macs with 680x0 processors and PowerPC-based models.

First introduced with PowerPC-based Macs, CFM lets applications share code through shared libraries. Take a peek into the System folder of any Power Mac and you will find scads of them; a library usually has a "Lib" at the end of its name. Shared libraries can also trim the memory requirements of programs.

Since the scheme worked for the new Macs, Apple made a version for older models, hence the "68K" designation. It works with System 7.1 and higher.

In March, Apple released Version 4.0, which fixes the bug and is recognized by Harmony, or System 7.6. It also comes with ObjectSupport Lib version 1.2.

Short Sightings

Apple has been moving many of its information sources onto the Web. Here are a pair of sites that you might find useful:

•Power Macintosh *(http://powermacintosh.apple.com)* has lots of marketing information on various flavors of desktop Power Macs. In addition, the page has announcements on rebates and special software bundles.

•Technical Support Online *(http://support.info.apple.com/tso/tso-home.html)* is Apple's primary source of information for all its products, from portables to peripherals. It has Frequently Asked Questions (FAQs) and discussion groups, as well as the latest software updates.

Bytes and Pieces

Here are several items that recently crossed the transom of my email box.

•Many users have reported problems with AppleVision 1710 and 1710AV monitors over the past half a year. Apple fixed the problem for units rolling off the production line and finally came up with an Enhanced Customer Support Program (ECSP) for earlier users.

Monitors covered under the program include serial numbers greater than SG522xxxxxx, and less than or equal to SG628xxxxxx. If you had to take the monitor into the shop after the warranty, then you should call 1-800-SOS-APPL. There's also a Web site for the subject at *http://support.info.apple.com/support/1710.html* . In addition, users that bought extra AppleCare for the 1710 will receive a refund by the end of April, Apple said.

•Some users reported a minor problem with the hard drive in some PowerBook 1400s. Apple said the issue has been resolved with shipping models and will not corrupt data.

The problem crops up when one runs Apple's Disk First Aid. A reference file needed by the system may not be present on the hard drive; when the utility tries to find this file, it returns an error message. For example, when Disk First Aid tries to verify a hard drive it tells them that "This is not an HFS disk." The message is silly, since your Mac hard drive must be an HFS volume.

This situation can be fixed with the PowerBook 1400 Updater. It's available at *http://www.powerbook.apple.com* or on a floppy by calling 1-800-SOS-APPL.

Apple now* SEPARATES *its hardware releases from software updates. New machines are* NOT TIED *to the schedule for system software and vice versa.

•ASF Associates Ltd. of Merrick, NY, has a series of small lights for mobile computing, including PowerBooks and PDAs, such as the Newton MessagePad and Pilot. The battery-powered devices lets one see non-backlit displays, or the keypad, if touch-typing skills are less than perfect.

The $29.95 Palmtop Computer Light 300 uses four AA batteries has an extendible arm that holds the light bulb. It comes with four spare bulbs, a 12-volt DC adapter for cars and a traveling case; a version without the car adapter costs $24.95.

In addition, the company offers the mini-PCL, a smaller $19.95 model that uses only a pair of AA batteries.

The $49.95 Notebook Computer Light 480 clamps on the top of the display. It comes with an AC adapter, rechargeable batteries, and a

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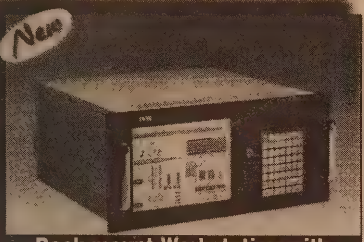

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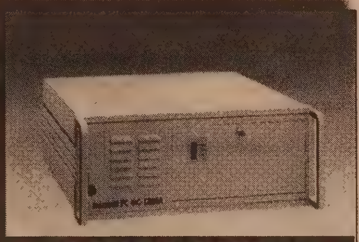
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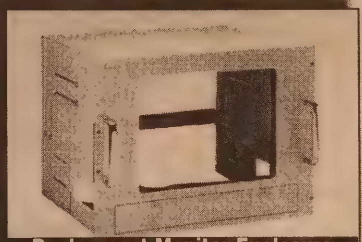
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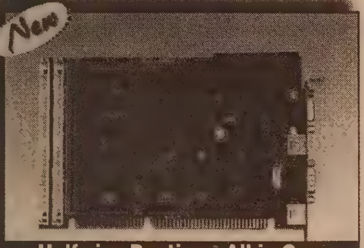

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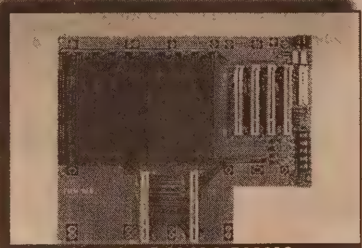
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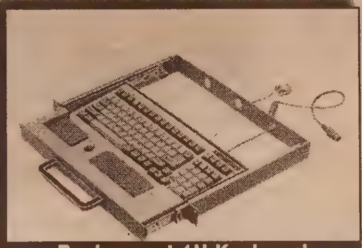
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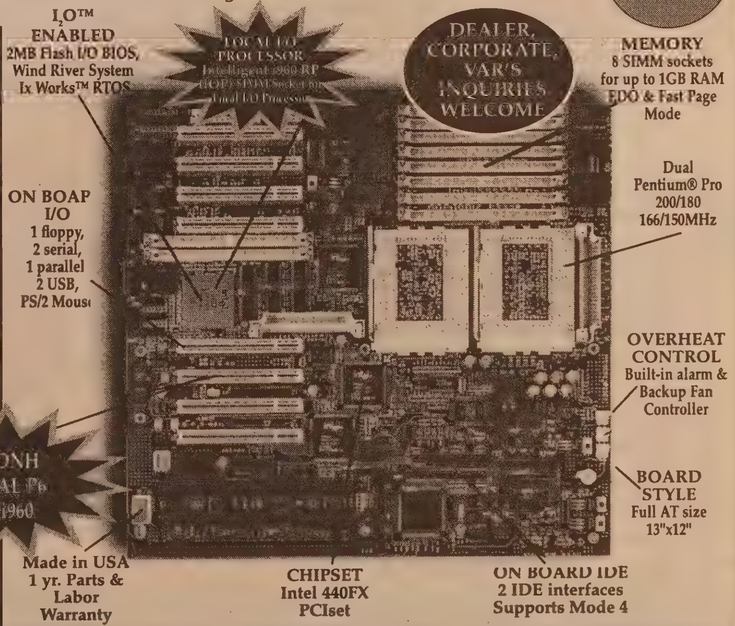
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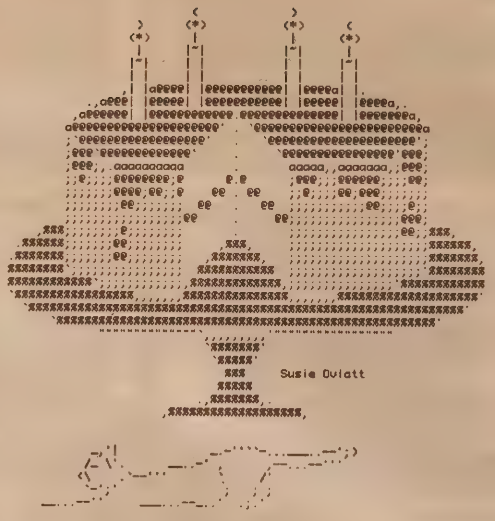
Shareware Spotlight

In the world of computing we often take several steps forward and more than a couple back. This is surely evidenced by Email Effects, Gideon Greenspan's new shareware program.

The $10 drawing software takes a graphic image and converts it into standard ASCII characters that can then be pasted into an email message. Email Effects provides basic drawing tools for text, lines, circles and boxes, as well as for rotating and selecting elements. Users can also drag an already existing image into the program.



Email Effects can turn a picture into a retro ASCII image for pasting into an email message.

In addition, the application supports direct pasting into Claris eMailer and Qualcomm Eudora.

Of course, high-resolution images created in graphics programs can be added to most email messages via enclosures. But then you have to worry about mail gateways, file conversion and other mundane matters.

The Email Effects method has a gritty low-tech feel that's a lot of fun. It really spices up an ordinary message.

I remember years ago at a state fair having my smiling visage captured with a video camera, and then processed and printed. It was a cheap momento and nothing like the color graphics that today's vendors can plaster on t-shirts or coffee mugs. Now I can relive the nostalgia with Email Effects. ■

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The Email Effects method has a gritty low-tech feel that's a lot of fun. It really SPICES UP an ordinary message.

What Is BMUG?

BMUG is an educational, nonprofit, consumer advocacy group organized to share information and provide critical direction to users and developers in the computer community worldwide. It is an independent advocate, not affiliated with any manufacturer, delivering trustworthy information and useful products.

Like any growing organization, it is many different things to its fifteen thousand international members. BMUG supports many special interest groups (SIGs), 18-line Planet BMUG and 11-line BMUG Boston BBSes, a software library, weekly meetings, publications, and much more. BMUG also puts out a semi-annual 500-page book that we call our "newsletter."

Our motto continues to be: *We're in the business of giving away information.*

Come and join in the dialogue at the BMUG main meeting every Thursday evening, 6:30–9:30 (or whenever we finish), on the UC campus. BMUG West and BMUG South are monthly meetings held in San Francisco and San Jose. Check the Announcement Line at (510)549-2684, ext. 8.

The BMUG Office, 2055 Center St. (a half block from the BART station), is open to the public 8:30 am–4:30 pm. Please come by, say hello, and meet other members.

The BMUG Helpline provides volunteer technical assistance and telephonic hand-holding for our members. If your question can't be answered on the spot, we try to get you in touch with someone who can help. Improve your Macintosh education and help others by becoming a Helpline volunteer!

BMUG has one of the most up-to-date, comprehensive software libraries around with hundreds of disks filled with the latest versions of public domain or shareware programs. BMUG also produces CD-ROM collections, including the digital video *TV-ROM ™Too*, and the *BMUG PD-ROM.*

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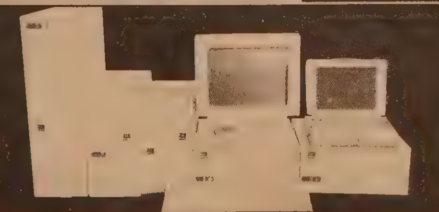

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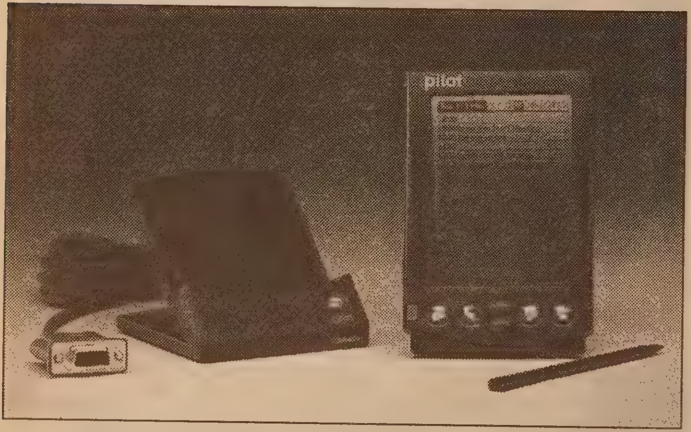
Pilot PDA—Where Less Means More

I must admit that I began the review of US Robotics' Pilot PDA (Personal Digital Assistant) with some preconceived notions. The image of Doonesbury's spoof of the first Newton was still strongly present in my mind. I also had some reservations about using Graffiti as a means to enter information. After all, computers ought to adapt to the way humans work rather than the opposite. Well, I must say that the Pilot allayed many of my concerns. The old architectural design adage that less is more is a very fitting description for this PDA.

The Pilot is based on the Palm OS and includes a complete set of PIM (personal information management) applications. The Palm OS is an operating system that enables the seamless integration of PDAs with desktop computer applications. The Pilot is an excellent example of that integration. The small device (it really does fit in a shirt pocket and weighs only 5.5 oz.) contains an address book, a date book and calendar, a to-do list, and a memo pad in addition to other utilities. Information is entered using a small stylus on the touch-sensitive screen. One may either use Graffiti—a special alphabet that consists of simplified characters designed to speed up text entry while minimizing recognition errors—in a special writing area, a small on-screen keyboard or transfer it from a desktop computer. Using its cradle, the Pilot can easily be connected to a desktop PC (a $14.95 Mac Pack includes an adapter and Macintosh versions of the software) and with the touch of a button can transfer information from the desktop PC to Pilot and vice versa. The package contains PIM software for the PC which mirrors all functions on the Pilot, but the Palm OS is also compatible with many other PIM packages.



US Robotics Tightens Its Focus And Gets Effective Results

By Michael Niemann

Using it was VERY intuitive and without having read much of the manual, the Pilot QUICKLY became a regular part of my day.

Initially, I had thought that the Pilot would be handy tool for my wife who, as a massage therapist, requires exactly those functions offered. In her daily routine she has to maintain a list of clients, juggle a schedule, and keep track of things to do. This plan came to a quick end. After a couple of hours she gave it back to me. "I can't read the screen, I can't use this. I don't want to have to put on my glasses every time I use it." Well, here I encountered an inherent problem of all PDAs. The small size of the Pilot, one of its great advantages, is at the same time its biggest drawback. The characters on the screen are small and difficult to read, especially in poor lighting conditions. While the to-do list and the memo pad allow for larger characters, the crucial date and address functions are limited to one small character size.

I then inherited the PDA (not because I have better eyes but because I wear my glasses all the time) and put it to use keeping track of my daily schedule at the college where I teach. I must say that the Pilot did a great job. Learning Graffiti was not difficult and in a short time I could enter quite a bit of information very quickly. Using it was very intuitive and without having read much of the manual the Pilot quickly became a regular part of my day. I was especially impressed with the ease of the "HotSync" feature, the ability to synchronize the contents of the Pilot with the desktop computer database. The software installed without a hitch and the data transfer went smoothly.

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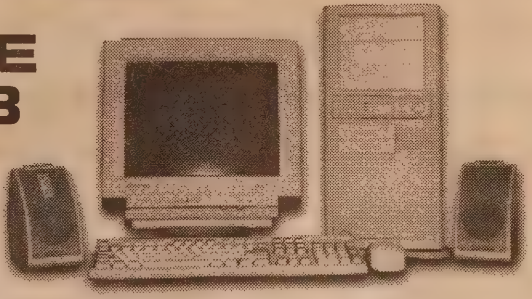

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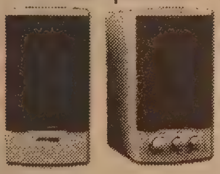

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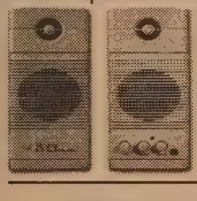

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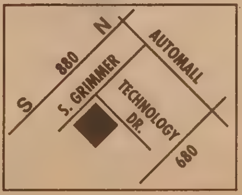

> ***I was especially impressed with the ease of the "HotSync" feature, the ability to synchronize the contents of the Pilot with the desktop computer database. The software installed without a hitch and the data transfer went SMOOTHLY.***

In all, US Robotics succeeded in creating a good product by focusing on a limited number of functions and implementing these in a superior fashion. If there are any improvements to suggest it would be a link between the various functions. Currently, in order to make an appointment with a person in the address book, one can either go straight to the date book and write the name or, using several steps, copy the name from the address book and paste it to the date book. It would be great if that function could be automated in future releases of the Pilot software. Similarly, the Pilot is entirely character-based which means that it is currently impossible to store sketches or other small graphics in the memo pad function. These minor issues notwithstanding, US Robotics has produced a capable product which can only improve given the host of new software which is being developed for it. ■

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Windows Memory Managers—Boon or Bête Noir?

A Look At Three Software Solutions For Managing Memory To Achieve Better System Performance

By Lenny Bailes

The world of Windows memory managers is somewhat reminiscent of the traveling medicine wagons of the 1880s. The image of moustachioed barkers hawking ornately-labeled bottles of mystical "super tonic" is a hard one to avoid.

Pre-95 versions of Windows had a serious memory management flaw. Your computer might have 8MB or even 16MB of RAM installed, yet "out of memory" messages could appear when only one or two applications were open. Shareware programmers spawned a cottage industry in third-party memory fixes for Windows. Corporate developers followed with products like RAM Doubler (Connectix), Hurricane (Helix), and updated QEMM (Quarterdeck).

In Windows 95, Microsoft fixed most of the problems that caused "out of memory" messages when plenty of RAM was still available. The first crop of third-party memory managers for Windows 95 shifted their approach. Instead of solving "out of memory" problems, they focused on attempts to improve overall speed and system performance. Some vendors boasted of memory compression technology that would make the system appear to have more RAM and cut down on hard disk accesses. In reality, the first generation of these products did very little to improve Windows 95 system or application performance in any way. In fact, some teapot tempests were generated by products that were found to do more harm than good.

It's a slightly different story with the second generation of Windows 95 memory managers. Again, these products claim they will boost system performance and increase application speed on computers with limited memory resources. But now, some of them actually help. I tested three current Windows 95 memory managers (Helix Hurricane, Connectix Agent 95, and Quarterdeck MagnaRAM 97) and found that they can significantly improve the speed of some basic Windows 95 operations: cutting and pasting, switching between applications, and saving files to disk.

The question that faces consumers now is this: "Why should I spend $30 to $60 on a software fix for Windows 95, when the same money will buy 8 to 16 more megabytes of RAM?" Here are some answers I can come up with:

1. If you are a heavy multitasker who runs many programs simultaneously, some of these memory managers may produce performance improvements that will not appear after a simple RAM upgrade.
2. Memory upgrades for notebook computers are considerably more expensive than third-party performance-boosting software.
3. In some applications third-party memory managers produce performance improvements (faster cutting and pasting, graphic manipulation, etc.) that may not appear after a simple RAM upgrade.

Some third-party memory managers are dual-OS packages that address both Windows 3.x "out of memory" and Windows 95 performance speed issues. Others are designed exclusively for the newer operating system.

Helix Hurricane

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Hurricane v2 is a dual-module package that adopts itself to either Windows 3.x or Windows 95. The Windows 3.x module does not attempt to speed performance through memory compression, but it does effectively banish "out of memory" messages. The included print cache, disk cache, and video cache prevent Hurricane from slowing down performance under Windows 3.x. Disk access and video performance may be substantially improved on older, slower hardware, with a slight (5 to 10%) speed increase on a newer, more powerful system.

continued on page 176

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EtherEZ Combo/5Pk/20Pk/50Pk	118/521/1,801/4,011
Elite 10T/A 10 BaseT MCA	198

Fast Ethernet 10/100 MegaBit Cards

3COM 3C515 Etherlink 10/100 ISA Single/5-pk	173/827
3C515 Etherlink 10/100 ISA 20-pk	2,920
3C905TX Etherlink XL 10/100 PCI Single/5-Pk	97/455
3C905TX Etherlink XL 10/100 PCI 20pk/60pk	1,700/4,902
3C597 10/100BaseT EISA/5-Pk	265/1,262
DAPTEC ANA-6940 100BTX PCI 4-Port	742
SANTE AsanteFAST 10/100 PCI TP Only/5-Pk	159/705
AsanteFAST 10/100 PC & MAC PCI/5-Pk	217/1,038
ARALLON PN990 NUBUS/PN994 PCI	335/205
NTEL EExpress Pro 10/100 PCI/5-pk	87/414
EExpress Pro 10/100 PCI 20Pk/80Pk	1,560/5,634
EExpress Pro 10/100 EISA	260
LICOM 10/100TX MCA Single/10-Pk	242/2,206
MC 10/100BT PCI Single/5/20/50Pk	89/420/1,620/3,604

Fast Ethernet Hubs

COM 3C250-TX/I 12 100 BASE TX Stackable Hub	1,315
SANTE AsanteFast 12-pt 100 BaseT Hub	1,000
ANARY 12-pt 100BASE TX Hub	1,499
OMPAQ Netelligent 1000 100BaseTX 8-port Hub	903
Netelligent 1000 100BaseTX 24-port Hub	1,535
Micro 10/100 24 port 10/100 Auto Sensing Hub	2,688
LINK Profast II 100BTX 8-pt/12-pt	675/1,219
NTEL Express Stackable Hub 12-pt 100TX	CALL
Express Stackable Wkgp Bundle(1 Hub, 10 Cards)	2,000
MC EZ Hub 100 8-pt 100BTX Hub	703
TIGERSTACK 100 12-pt 100BTX SMC5312TX	1,312
TIGERSTACK 100 24-pt 100BTX SMC5324TX	2,492

Token Ring

COM 3C319 TokenLink Velocity Single/5-Pk	230/1,100
Tokenlink III EISA 16/4	576
Tokenlink Velocity PCI TR Single/10-pk	334/2,836
M Auto TR 16/4 Type 3 Single/5-pk	256/1,235
TEL Token Express Pro 16/4 ISA	277
ROTEON P1394+ Token Ring 16/4/10-Pk	232/2,280
MC Token Ring Elite 16/4 Single/12-pack	264/2,900

PC Card/Parallel Port Adapters

COM 3C589C PC Card 10BT/COMBO	146/197
C689 PC Card TR/5-Pk	366/1,773
C562 PC Card Enet 33.6 Modem/Fax/5-Pk	332/1,562
M PC Card Coax/TP Adapter	242/261
C Card Token Ring 16/4 Adapter	365
MC EtherEZ PCMCIA 10BT	133
RCOM Pocket Adapter III 10BaseT	291
ocket ENET III COMBO(BNC & 10BaseT)	325
C Card IIPS 10BaseT/Combo/TR	150/186/378
C Card Enet 33.6 Modem & Fax 10BT/Combo	340/380
redit Card 10/100BT-Ready (CE3-10BT)	182

Ethernet Hubs/Concentrators

OM Linkbuilder TP/12 NO AUI/BNC	331
SANTE 8-Port w/AUI&BNC/12-Ports	133/249
4-Port w/AUI	399
Y NETWORKS 800 8-pt /2800A 16-pt	195/572
AdvanceStack 8-port/16-port	279/542
OM SuperStack II PortSwitch Hub 12-pt/24-pt	995/1,457
uperStack II Hub 10 12-pt/24-pt/48-pt	533/859/2,196
uperStack II 10 Mgmt Module/Redundant PS	466/1,032
ffice Connect 8-pt Hub TPO/TPC/TPM	127/159/445
Y NETWORKS CG1001E01 BayStack 12-pt	595
G1001E02 BayStack 24-pt	1,002
WLETT PACKARD AdvanceStack 12-pt/24-pt	526/947
dvanceStack Switch Module for 12-pt or 24-pt Hub	683
dvanceStack Management Module	455
dvanceStack w/Mgmt Module 12-pt/24-pt	923/1,386

Ethernet Switches

OM SuperStack II Switch 1000 12 10BT,1 100BTX	2,119
uperStack II Switch 1000 24 10BT, 1 100BTX	2,679
uperStack II Switch 3000 12-pt 100BTX	6,311
uperStack II Switch 3000 8-pt 100BTX	4,276
uperStack II Switch 3000 5-pt 100BFX	6,022
uperStack II Port Switch Hub 12-pt/24-pt	805/1,209
fficeConnect Switch 140 4-10BT,1-100TX	949
ANTE ReadySwitch 4 RJ45, 1 Fast Ethernet	1,286
Y NETWORKS 28115R 16-Pt 10/100 Switch	7,569
BayStack 301 22 10BT, 2 100BTX	2,727
BayStack 302 8-10BT, 1-100BTX	1,772
CISCO EtherSwitch 1220 24-10BT, 2-100BTX	3,100
CATALYST 1900 24 10BT, 1-100BTX,1-100FX	3,600
DIGI RightSwitch PCI 6 Port/EISA 4 Port	1,579/1,343
EAGLE 4 Switched 10BaseT by 4 Shared100BaseT	2,112
4 Switched 10BaseT by 1 100BaseTX	1,376
HP AdvanceStack Switch 100 16-10BT,1-100BTX	2,379
INTEL ES101TX 8 PORT 10/100 Switch	3,427
ES101MATX 2 PORT 10/100 TX module	1,439
NPI Nuswitch FE101 1-100TX, 1-10BT Switch	380
2-100TX, 10-10BT/1-100TX, 5-10BT	2,225/761
5-100TX, 6-10BT/5-100TX, 12-10BT	3,756/4,589
2-100TX, 24-10BT/6-100TX Full Duplex	1,781/1,523
SMC EZ Switch 6-pt 2-100BT, 4-10BT	1,376
TigerSwitch XFE, 16-10BT, 1-100BT	2,716
USR Total Switch 4 Slot Base System	659
Total Switch 8-pt 10BaseT module	904
Total Switch 2-pt 100BTX/100BaseFX module	1,438/1,887

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ARCserve v6.0 WRKGRP-Up to 25/Over 25	400/1,156
Changer Option for ARCserve/Push Agent	423/300
Windows NT Agent for ARCserve	330
NetWare Svr Suite/Open File Agent for NetWare	632/500
CONNER MS8000 8GB w/BE Netware Int/Ext	707/844
SEAGATE Backup Exec 1 Server 25 Users	354
Backup Exec Single Server/NetWare Ent NLM	497/1,007
Backup Exec Autoloader Option	432
Backup Director NLM 1 SVR/Multi-Server	727/1,164
Storage Manager Single Server 25 Users	733
Storage Manager Single Server/Multi-Server	1,435/2,538
STAC Replica for NetWare/Multi-Server Option	434/713
EXABYTE 8205XL 8mm 3.5-7GB Drive Int/Ext	1,419/1,692
EXB-8700 8mm 7-14GB w/Arcada Backup for DOS and choice of NLM or NT software	1,585
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C1536 DDS 4mm 2-4GB DAT Int/Ext	719/869
C1533 DDS2 4mm 4-8GB DAT Int/Ext	922/1,072
C1553 24-48GB Autoloader Int/Ext	2,230/2,530
SONY SDT-9000 4mm DDS3 24GB Int/Ext	1,419/1,488
SDT-9000 w/Arcserve Enterprise Int/Ext	2,372/2,417
TECMAR WangDAT 3900 DDS3 12-24 GB DAT Int	1,390
WangDAT 3900 DDS3 12-24 GB DAT Ext	1,546

Remote Access

ARTISOFT InSync Modemshare 1/2/4/8Pt	129/187/348/592
DIGI LANAserver 2E 2 Async/4E Async	1,290/1,907
LANAserver 6E 4 PCMCIA slots; 2 Async	2,152
LANAserver 8E 8 Async	2,588
LANAserver 10E 8 PCMCIA slots; 2 Async	2,896
EMULEX Connect Plus 2 ports/8 Ports	784/2,417
NOVELL NetWare Connect 2/8/32 pts	313/1,041/3,405
NetWare Connect 2-port w/Modem and Serial I/O	873
NetWare Connect 8-port w/Modem and Serial I/O	3,132
HEWLETT PACKARD AdvanceStack Dial-A-LAN Modules	
2A/Plus Module and SNMP Bundle J2633A	1,476
4A Module and SNMP Bundle J2634A	1,476
SHIVA Netmodem/E 28.8	889
Lanrover/E Plus w/2 Async ports/4 Async	1,784/4,329
Lanrover/E Plus w/2 v.34 modems/4 v.34	2,435/5,715
Lanrover/E Async 8 Async/8 v.34 modems	3,652/7,729
DIGI INTERNATIONAL Digi 2-Pt/4-Pt/8-Pt	200/455/588
Acceleport 8EM w/RISC CPU, DB25 ISA/PCI	709/723
XIRCOM NetAccess 4-pt/8-pt	1,671/2,836

ISDN Connectivity

3COM Impact IQ 3C882	358
ASCEND NetWarp 128 ISA Terminal Adapter	165
Pipeline 25-FX Bridging	480
Pipeline 25-FX IP or IPX	721
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Pipeline 75 Multi w/NT1, COMP, IPX, IP, 2 Analog	739
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Pipeline 130 ISDN & L56/SW & L56	1,342/1,412
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CISCO 762 ISDN Rtr/Cisco 766 w/2 Analog Pts	544/668
Cisco 772 4-10BT/Cisco 776 4-10BT, 2 Analog	668/794
Small Office/Home Office Sw 4 users, COMP, IP, IPX	134
Remote Office Sw 1500 users, COMP, IP, IPX	251
DIGI DataFire U Client ISDN (PPP)	398
DataFire Server S1 Server-Based ISDN	536
PC-IMAC ISDN	533
PC-IMAC Multiport ISDN/4-1/4-2/4-4	672/1,064/2,092
MOTOROLA BitSurfr PRO ISDN TA w/NT1 w/2 analog	399
SHIVA Lanrover/E Plus 2-BRI Enet	2,539
Lanrover/E Plus 4-BRI Enet	6,217
US ROBOTICS Sportster ISDN adapter	399
Courier-I Modem w/V.34 w/Analog Int/Ext	487/542
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Internet Solutions

3COM OfficeConnect Gateway 535 ISDN IPX to IP	1,468
BAY NETWORKS Instant Internet 20 Usrs w/Modem	1,877
Instant Internet 20 Users w/ISDN	2,177
Instant Internet Dual-Enet 20 Users w/Modem	2,064
Instant Internet Dual-Enet 20 Users w/ISDN	2,380
Instant Internet 10-User Add-On Pack	377
FARALLON Netopia Internet Router IP/Appletalk	1,061
Netopia Internet Rtr TCP/IP 5-Users/.Unlimited	709/830
NETSCAPE Suite Spot for NT	3,638

Network Printing Solutions

3COM Office Connect Print Server (2P)	377
CASTELLE LANpress 3P/100 (10/100BTX)	415
HEWLETT PACKARD JetDirect 10BT MIO	339
JetDirect Combo MIO BNC/10BT	400
JetDirect Ethernet EX Plus (Multiprotocol)	303
JetDirect EX Plus3 (3 LPT/Multiprotocol)	468
JetDirect Token Ring EX/EX Plus3	567/682
INTEL Netport EL Ethernet/Token Ring	422/588
NetportExpress XL for Ethernet/TR	415/565
NetportExpress Pro 10BT Int(MIO)/3 Pack	175/747
NetportExpress Pro 100 10/100BTX 2P/1S/3Pk	396/1,079

Network Fax Solutions

3COM Office Connect Fax Server (1L)	1,277
CASTELLE FaxPress 1500 1-Line/2-Line	2,133/2,453
FaxPress 3000 2-line/FaxPress 3000 4-line	2,948/3,574
Faxpress 3500 2-line/FaxPress 3500 4-line	3,196/3,793
FAX-IT-BACK Software	799
CHEYENNE FaxServe NLM 5/10/25	393/717/1,177
FaxServe NLM 50/100	1,816/2,533
FaxServe NLM 250/500/1000	3,801/4,982/6,229
ZOOM Multiline 8 slot w/4 fax modems, hot swap	980
SYMANTEC Net Satisfaxtion 25/1000 users	742/990
Winfax Pro for Networks 5/10/25/50	384/ 640/1,478/2,738
Starter Kit (1 Server, 2 nodes)	258

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CDNET Plus DOS/NLM (100 Starter Kit)	1,482
CDNET Plus Expand (50/100)	525/896
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SCSI Express CDROM, Non-MDI	808
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MT350 Value Kit/Fiber Solution Kit	1,837/1,482
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Novell Software

IntraNetWare for Small Business Server+5	700
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1 Additional User	65

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cc:Mail License 10 users/50 Users	596/2,802
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Router/Fax Server/Web (Single)	95/1,433/189
Link to UUCP/Link to SMTP/Link to MHS	372/2,473/499
MICROSOFT Mail Server + 10 Users	480
Mail 5/20/100 Users	273/930/3,633
MHS Gateway/PROFS	708/3,405
SMTP/X400/Fax Gateway	3,241/3,194/1,419
Exchange Server Single w/ 5/10/25	1,014/1,368/2,160
Exchange Server Enterprise w/25/50 Clients	4,099/5,429
Exchange Add'l Clients 5/20	366/1,160
Exchange Internet Mail Connector	498

Network Management

3COM Transcend Workgroup Mgr for Windows	461
Transcend Enterprise Mgr for Windows	2,453
HP Openview Pro. Suite	1,122
Openview Traffic Monitor	2,088
INTEL LanDesk Mgmt Suite 5/10/100 users	522/696/4,240
LanDesk Server Manager Pro	1,232
LanDesk SNMP Gateway/Response	552/692
NOVELL Lanalyzer for Windows	1,021
NetWare LANalyzer Agent v1.0 Single/Multi	1,170/1,938

Network Utilities

CHEYENNE AuditWare for NDS 100/Enterprise	460/851
Directory Mgmt. Combo/Enterprise	850/1,951
InocuLAN Wrkgrp/1Svr-Unlimited	301/648
InocuLAN 5 Svr-Unlimited Users	2,363
InocuLAN Option v4.0 for ARCserve 6	313
INTEL LanDesk Virus Protect NW(Single)	1,024
LanDesk Virus Protect 4-pk/20-pk	3,460/14,438
ONTRACK Data Recovery NetWare	411
SEAGATE Desktop Mgmt. Suite 50 Users	1,500
Desktop Mgmt. Suite 100 Users/250 Users	2,400/4,700
Prepare! Disaster Recovery SW	573
SYMANTEC Anti-Virus for NetWare 10/25	605/1,378
Norton Admin. 5/10 Users	247/438
Norton Admin. 25/50/100 Users	1,068/2,028/3,680

Server Mirroring

VINCA Campus Standby Server Software for NW	2,228
Standby Server NetWare/Windows NT	2,535/2,535
Entry Level StandBy Server	966
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Standby Server Many-To-One	5,071

Windows NT Solutions

3COM Transcend Workgroup Mgr for NT	463
Transcend Enterprise Manager	2,353
CHEYENNE Arcserve for Windows NT v6.0, Single Svr.	490
Arcserve for Windows NT v6.0, Enterprise Edition	860
Arcserve for NT NetWare Agent	438
Arcserve Changer Option for Windows NT	365
InocuLAN for Windows NT Single/10/25 Usrs	69/270/414
Open File Agent for Windows NT	500
CONNER MS4000 4GB EXT w/ Backup Exec NT	567
MS8000 8GB w/Backup Exec NT Int/Ext	659/790
Backup Exec for Windows NT NetWare Agent	492
EXECUTIVE SOFTWARE Diskeeper/5-Pack	266/1,089
INTEL Landesk Workgroup Mgr 25/250 nodes	695/5,765
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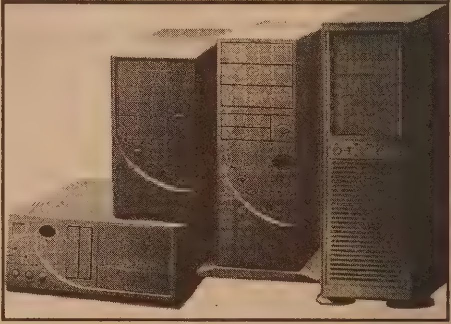

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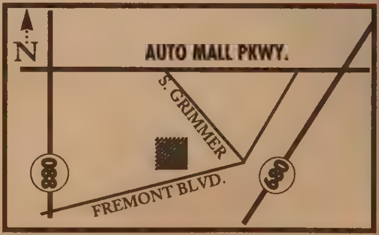

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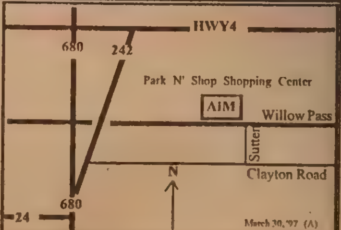

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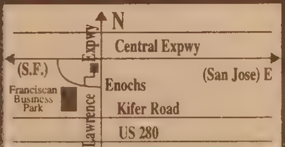

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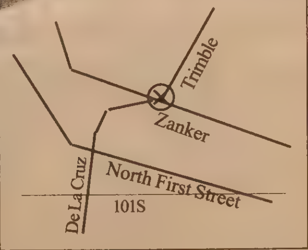

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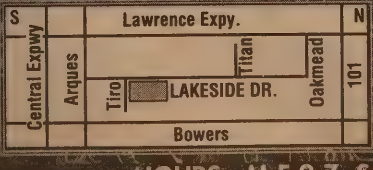

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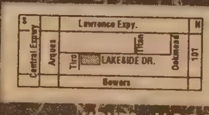

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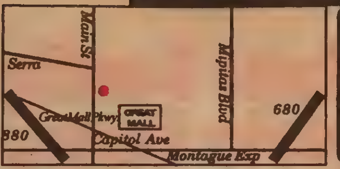

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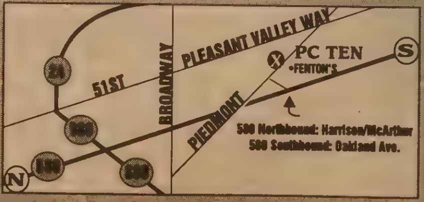
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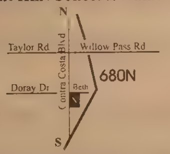

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Industry Insights *continued from page 30*

MICROTIMES INDEX SLIDES INTO MARCH

Negative growth dominated the indexes, with tech stocks leading the way. The Dow Jones Industrials Average was knocked off its high, dropping 2.04% over the last month. The 143.55 decline brought a March 13 close of 6878.89. The techs suffered a more serious blow as the NASDAQ composite dropped 77.53 to 1293.28. This resulted in a 5.66% decline from the 1370.81 close a month ago.

The MicroTimes Index followed suit. Mirroring the NASDAQ with a 5.67% decline, the MicroTimes list folded 499.70, showing a March 13 close of 8310.08. New highs beat new lows 8 to 6, but decliners controlled the show with a 31 to 9 lead over the gainers. With only 25% of the index making gains and all this profit taking going on, it's hard to find the gems amongst all the rubble.

However, Advanced Micro Devices Inc. did glean a 13.25 rise to 47.38 over the period, netting a 38.83% gain as our largest percentage gainer. A confident response about its new K6 microchip has analysts speaking highly of AMD's second quarter potential. A signed pact with Cyrix to supply Compaq Computer Corp. with microprocessors might just mean competition for the bellwether Intel Corp.

Speaking of the grumbling giant, it seems that Intel is dealing with a surge of hate email after displaying a threat to remove advertising from German publications. Intel took honors for dropping 15.75, the largest dollar loser in the MicroTimes Index. This, along with the uncomplimentary reviews of a new chip by the German pubs, almost meets expectations for the lofty tech stock during these unsettled technical times.

YAHOO! Isn't this a fun ride. With search engines racing, the competition between the "Four Horsemen of the Internet" is resulting in a dog-eat-dog derby. Yahoo shows last, posting a 36.41% decline in share price, just enough to beat EarthLink as the largest percentage loser of the MicroTimes Index. ■

EXCH	COMPANY		TICKER SYMBOL	CLOSING PRICE 02/13/97	CLOSING PRICE 03/13/97	NET CHANGE IN PERIOD	PERCENT CHANGE IN PERIOD	P/E RATIO	ANNUAL IVIDEN RATE	ANNUAL IVIDEND YIELD	ANNUAL HIGH	ANNUAL LOW
	SOFTWARE											
NAS	Adobe		ADBE	39.38	33.25	-6.13	-15.56	16	0.20	0.60	45.13	28 50
NAS	Autodesk		ACAD	33.50	33.38	-0.13	-0.37	38	0.24	0.72	44.25	18 50
NAS	Borland		BORL	6.38	7.88	1.50	23.53	-	0.00	0.00	20.25	4 75
NAS	Broderbund		BROD	31 25	22.38	-8.88	-28.40	16	0.00	0.00	49.25	22.00
NAS	Informix	(L)	IFMX	18.50	16.94	-1.56	-8.45	27	0.00	0.00	35.13	15 50
NAS	Macromedia	(L)	MACR	10.06	8.50	-1.56	-15.53	24	0.00	0.00	48.63	7 63
NAS	Microsoft		MSFT	100.00	99.50	-0.50	-0.50	52	0.00	0.00	103.50	47 38
NAS	Novell		NOVL	12.00	9 06	-2.94	-24.48	27	0.00	0.00	15.63	8 75
NAS	Oracle		ORCL	41.31	36.13	-5.19	-12.56	34	0.00	0.00	51.00	26.50
NAS	Symantec		SYMC	16.50	13.50	-3.00	-18.18	29	0.00	0.00	18.38	8 75
	HARDWARE											
NAS	Apple		AAPL	16.13	16.38	0.25	1.55	-	0.00	0.00	28.88	15.13
NYS	Compaq		CPQ	83.50	78.38	-5.13	-6.14	17	0.00	0.00	87.88	35 88
NYS	Digital Equipment		DEC	35.50	29.25	-6.25	-17.61	-	0.00	0.00	69.25	28 38
NAS	Dell	(H)	DELL	70.25	72.25	2.00	2.85	26	0.00	0.00	76.00	14 13
NYS	Gateway 2000	(H)	GATE	63.75	56.00	-7.75	-12.16	17	0.00	0.00	66.63	24.88
NYS	Hewlett-Packard	(H)	HWP	50.63	55.63	5.00	9.88	22	0.48	0.86	60.00	37 75
NYS	IBM		IBM	146 38	142.88	-3.50	-2.39	14	1.40	0.98	170.13	89.13
NYS	Silicon Graphics		SGI	26.00	24.25	-1.75	-6.73	-	0.00	0.00	30.13	17 88
NAS	Sun Microsystems		SUNW	35.00	29.63	-5.38	-15.36	21	0.00	0.00	35.13	20 38
NYS	Xerox	(H)	XRX	56.13	61.38	5.25	9.35	18	1.28	2.09	63.25	41 88
NYS	Tandy		TAN	47.63	52.75	5.13	10.76	-	0.80	1.52	59.13	37 13
	CPU'S											
NYS	Advanced Micro Devices	(H)	AMD	34.13	47.38	13.25	38.83	-	0.00	0.00	47.75	10.25
NYS	Cypress Semiconductor		CY	12.38	13.63	1.25	10.10	22	0.00	0.00	16.63	9.13
NAS	Cyrix		CYRX	25.63	22.25	-3.38	-13.17	-	0.00	0.00	36.50	11 50
NAS	Intel		INTC	157.00	141.25	-15.75	-10.03	24	0.20	0.14	165.00	54.06
NYS	LSI Logic		LSI	33.13	36.38	3.25	9.81	32	0.00	0.00	39.63	17 00
NYS	Motorola		MOT	63 00	56.00	-7.00	-11.11	29	0.48	0.86	69.75	44.13
	COMMUNICATIONS											
NAS	3Com	(L)	COMS	41.25	35.38	-5.88	-14.24	21	0.00	0.00	81.38	32 63
NYS	AT&T		T	39.63	35.88	-3.75	-9.46	10	1.32	3.68	44.25	31 63
NYS	BellSouth Corp.	(H)	BLS	46 88	42 38	-4.50	-9.60	15	1.44	3.40	47.63	35 25
NAS	Cisco		CSCO	62.56	52.00	-10.56	-16.88	34	0.00	0.00	75.75	40 50
NAS	MCI		MCIC	36.75	35.88	-0.88	-2.38	21	0.05	0.14	37.50	22.38
NYS	Northern Telecom		NT	77.00	68.13	-8.88	-11.53	28	0.52	0.76	77.00	45.00
NYS	Pacific Telesis	(H)	PAC	41.00	38.88	-2.13	-5.18	16	1.26	3.24	41.75	25 88
	INTERNET											
NAS	Earth Link	(L)	ELNK	16.50	10.75	-5.75	-34.85	-	0.00	0.00	22.50	10 25
NAS	Netcom	(L)	NETC	12.25	8.88	-3.38	-27.55	-	0.00	0.00	44.50	8 88
NAS	Netscape	(L)	NSCP	36.63	27.38	-9.25	-25.26	114	0.00	0.00	75.25	25.50
NAS	Yahoo		YHOO	35.88	22.81	-13.06	-36.41	253	0.00	0.00	43.00	15 50
	MEDIA											
NYS	Disney	(H)	DIS	77.38	73.25	-4.13	-5.33	35	0.53	0.72	79.25	52 63
NAS	TCI		TCOMA	14.38	13.25	-1.13	-7.83	-	0.00	0.00	20.50	11 31

KEY: NYS - NEW YORK ASE - AMERICAN NAS = NASDAQ
(H) - NEW HIGH REACHED IN PERIOD (L) - NEW LOW REACHED IN PERIOD.

MARKET DIARY:

ADVANCES	9
DECLINES	31
UNCHANGED	0
NEW HIGHS	8
NEW LOWS	6

MOST ACTIVE ISSUES:

LARGEST DOLLAR GAINER	Advanced Micro Devices	$	13.25
LARGEST DOLLAR LOSER	Intel	$	-15.75
LARGEST PERCENTAGE GAINER	Advanced Micro Devices	38.83	%
LARGEST PERCENTAGE LOSER	Yahoo	-36.41	%

	CLOSE 02/13/97	CLOSE 03/13/97	NET CHANGE IN PERIOD	PERCENT CHANGE IN PERIOD
MICROTIMES STOCK INDEX	8809 79	8310 08	-499 70	-5 67
DOW JONES INDUSTRIAL AVERAGE	7022 14	6878 89	-143 55	-2 04
STANDARD & POOR'S 500 INDEX	811 82	789 56	-22 26	-2 74
N Y S.E COMPOSITE	424 42	415 87	-8 55	-2 01
NASDAQ COMPOSITE	1370 81	1293 28	-77 53	-5.66

CLOSING QUOTES FOR GRAPH:

DATE	MICRO TIMES	DOW JONES
08/02/96	7037.62	5679 83
08/27/96	7072.77	5711.27
09/26/96	7540.48	5868.85
10/21/96	7316.15	6090.87
12/12/96	8341.27	6303.71
01/20/97	8729.83	6843.87
02/13/97	8809.79	7022.44
03/13/97	8310.08	6878.89

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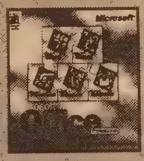

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- **32MB EDO RAM/72 pin SIMMs** (exp. to 128MB)
- Plug & Play ready, PCI Enhanced IDE I/O
- **16 Bit Wavetable Sound card**
- **2MB VRAM PCI** video card
- **2.5GB** Enhanced IDE hard drive
- 1.44MB floppy drive
- Internal **SIXTEEN - SPEED** Enhanced IDE CD-ROM drive
- **33.6Kbps Plug and Play,** Internal Fax/Modem **w/ Voice**
- **Microsoft** ergonomic serial Mouse
- **Microsoft** Windows 95 Software
- Windows 95 101-Key keyboard
- **Yamaha** YST-M7 speakers
- **Includes Video Teleconferencing software**
- #987751182233

Monitor not included

$1299

ALEXIS V SERIES - NCAGP120-8X-33.6

INTEL 120MHz PENTIUM® PROCESSOR

2.5GB/16MB EDO RAM • 512K Pipeline Burst Cache • 33.6 Fax/Modem

EIGHT-Speed Multimedia Computer System

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- **2.5GB** Enhanced IDE hard drive
- 1.44MB floppy drive
- Internal **EIGHT - SPEED** Enhanced IDE CD-ROM drive
- **16 Bit Wavetable Sound card**
- **33.6Kbps Plug and Play,** Internal Fax/Modem **w/ Voice**
- **Microsoft** ergonomic serial Mouse
- **Microsoft** Windows 95 Software
- Windows 95 101-Key keyboard
- **Stereo** speakers
- **Includes Video Teleconferencing software:**
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- Fast 12.5ms
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- QM332200TMS
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- 128K
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4.2GB Ultra SCSI 3.5" HARD DR

- M2954SYU
- 512K Cache
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- 8ms

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4.3GB Ultra Wide 3.5" HARD DRIVE

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- 1024K
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$945^95

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- 1024K Cache
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- 2942SYU
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- 9.5ms
- 7200RPM

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- ST19171N
- 8ms
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FAST ATA 2

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- 32100A
- 11ms
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- Enhanced IDE
- 3 yr. WARR.

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- 11ms
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FULL LINE OF NAME BRAND MASS STORAGE IDE HARD DRIVES

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- 11ms
- 128K cache
- 4500RPM
- Fast ATA-2

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FAST ATA 2

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2.1GB IDE 3.5"X1" HARD DRIVE

- AC22100
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- 128K cache
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GSI Enhanced IDE Accelerator Boards

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16-Bit Dual-Channel EIDE Adapter

- Supports four EIDE DRives (above 528MB support)
- Co-resides with other disk controller boards
- Upgradeable to 32-bit using GSI VESA Extenders
- On-board Flash BIOS means no drivers required

NEW!

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GSI Model 12

8-Bit Four-Floppy & QIC-80, 3010 & 3020 Tape Accelerator Board

- High-speed 2MB/sec. floppy interface (up to 4 floppy drives)
- Quadruples the speed of 3.2GB (QIC-3020) tape drive t0 16-19MB/min.
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- Perfect floppy or tape upgrade board

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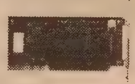
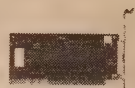


- 16-Bit ISA complaint with new enhanced IDE & Fast ATA standards
- Supports two IDE drives
- Increases IDE hard drive data transfer rates up to 80%!
- Compatible with Windows, Novell NetWare, DOS & OS/2
- Tested & recommended by major disk drive manufacturers

$31.95

GSI Model 21

16-Bit IDE, Floppy & QIC-80 Tape Accelerator Board

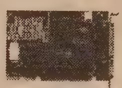


- 16-Bit ISA complaint with new enhanced IDE & Fast ATA standards
- Supports two IDE drives
- Increases IDE hard drive data transfer rates up to 80%!
- High-speed 1MB/sec. floppy interface (up to 4 floppy drives)
- Doubles the speed of the 250MB or 420MB (QIC-80) tape drives
- Fully supports 2.88MB floppy disk drives
- Compatible with Windows, Novell NetWare, DOS & OS/2

$49.95

GSI Model 32

16-Bit Multi-Port IDE, Floppy, Tape & I/O Accelerator Board

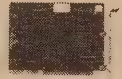


- 16-Bit ISA complaint with new enhanced IDE & Fast ATA standards
- Supports two IDE drives
- Increases IDE hard drive data transfer rates up to 80%!
- High-speed 1MB/sec. floppy interface (up to 4 floppy drives)
- Doubles the speed of the 250MB or 420MB (QIC-80) tape drives
- Dual 16550 UART serial ports & one bi-directional parallel port
- Compatible with Windows, Novell NetWare, DOS & OS/2

$115.95

GSI Model 4C

16-Bit Four Channel, Eight-IDE Accelerator Board



- 16-Bit ISA complaint with new enhanced IDE & Fast ATA standards
- Supports up to eight IDE drives
- Increases IDE hard drive data transfer rates up to 80%!
- NO drivers needed
- Perfect for Novell mirroring or duplexing
- Compatible with Windows, Novell NetWare, DOS & OS/2

$119.95

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High Performance VESA Extender Module for GSI-ISA Boards

- 32-Bit VESA extender for GSI-ISA controllers
- No messy install programs or drivers required
- Supports PIO mode 3 & mode 4 hard drives
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- Requires GSI 16-Bit ISA controller (Which may need free BIOS updated)

NEW!

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GSI Model 1645-V2 (same as V1 except 4 drives) $119.95

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CogentPCI Ethernet LAN Adapter
ANA 6901C

NEW!

- 132MByte/sec(33MHz) burst data rate across the PCI bus
- Small form factor design fits in virtually all PCI systems
- Predictive Pipelining™ for greater throughput Lower CPU utilization in NetWare environment
- Full duplex Ethernet(FDE) capacity
- Self -configured design for Plug & Go operation
- Combo versions offer-RJ-45,BNC,& AUL Connectors for UNI cable connectivity

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$89.95 COMBO

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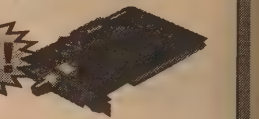

- 132MByte/sec(33MHz) burst data rate across the PCI bus
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- Up to 800Mbps Ethernet throughput(Fast Ethernet models)

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- Full Duplex Ethernet(FDE) capacity
- Self configured Design for Plug & Go operation
- Combo versions offer-RJ- 45,BNC,& AUL Connectors for UNI cable connectivity

MICROSOFT WINDOWS.

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Combo

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ETHERNET COMBO ISA ADAPTER

E2000C

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PLUG & PLAY

- UMC Chipset
- 16-bit ISA Bus interface
- 10 Base T& BNC connectors
- Boot ROM Socket
- Auto detect for 8/16-bit bus
- NE2000 compatible
- Jumperless
- Runs on Windows 3.11& Win 95
- 5 year warranty

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EtherLink III

3C509-COMBO

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- RJ-45, BNC, and AUI connector for use in coax or 10BASE-T networks
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Fast Etherlinkections.

XL-3C905TX

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Plug & Play

- RJ-45, category 5 UTP
- Compatible w/ 802.3u fast ethernet standard
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MICROSOFT WINDOWS.

yes NetWare Tested and Approved

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16-Bit ISA-IDE Floppy & 250 Tape Controller Card

GSI 21

- Supports 2 IDE hard drives of any capacity up to 8.4GB
- Easy installation as on-board flash BIOS auto installs IDE hard drives
- Flash BIOS accelerates IDE data transfer rates up to 95%
- Supports 4 floppy drives including industry standard 2.88 MB

FAST ATA 2

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ENHANCED IDE

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32-Bit VESA Extender For GSI-ISA Controllers

GSI 1645-V1

NEW!

- Supports PIO Mode 3 (11MB/ sec.) and Mode 4 (16.7MB/ sec.) hard drives
- No need to reformat hard drive
- Compatible with all major operating system software
- Allows mixing of old and new hard drives
- Compatible with EIDE & Fast ATA-2 drives
- Requires GSI 16-bit ISA controller (which may need FREE BIOS update)

FAST ATA 2

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gsi™

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NEW!

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- Single card solution
- Multiple addresses
- 10 IRQ for each serial,8 IRQ each parallel port
- Toll free Hotline for tech support

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32-Bit VL-To-Fast SCSI & VL-To-EIDE Host Adapter

Total Advantage VL / AVA-2825

- Connect up to 7 SCSI devices
- Up to 2 standard or EIDE devices
- Up to 2 standard and 1 floppy tape drive
- Adaptec EZ-SCSI Lite software
- Up to 5MB/sec. synchronous on the SCSI bus
- Advanced SCSI programming interface compliant, disconnect/reconnect, synchronous and asynchronous data transfer

$124.95

ENHANCED IDE

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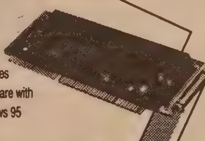
16-bit ISA to Fast SCSI-II Controller



AHA-1522B plus

- Connect up to 7 SCSI devices
- Adaptec EZ-SCSI Lite software with 32-bit applications for Windows 95 & Windows NT
- Connect SCSI-II Hard Drives, CD-ROMs, removable disks, scanners & other peripherals

$135.95

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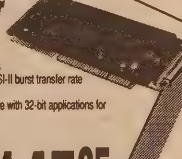
adaptec

32-Bit PCI to SCSI-II Controller



AHA-2920

- Connect up to 7 SCSI devices
- 10MB/s fast synchronous SCSI-II burst transfer rate on the SCSI bus
- Adaptec EZ-SCSI Lite software with 32-bit applications for Windows 95 & Windows NT
- Plug & Play support for Hard Disk, CD-ROM, removable disk, scanner, tape, ZIP, MO, DAT and other SCSI devices
- Programmable I/O (PIO) data transfer
- Compliance with 133MB/s PCI local bus specification

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- 2MB/sec. asynch. transfer rate
- Includes: recording software
- OEM

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4X write & read!

WOW!

YAMAHA
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- 4X read / 6Xwrite
- 2MB internal cache
- Includes: recording software
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WOW!

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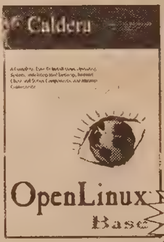
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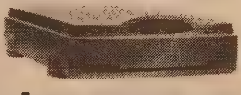

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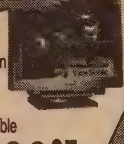

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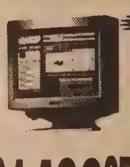

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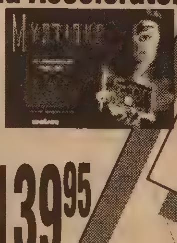

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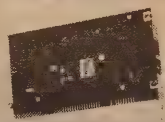

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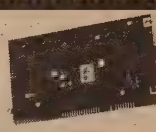
- Simple installation
- Plug & Play ready



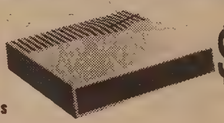
MVPV341

$\$104^{95}$*

*After $20 Mfg Mail-in Rebate

33.6Kbps External Fax Modem *with Voicemail*

- Supports 33.6kbps V.34
- V.42bis, MNP5 & MNP10 for up to 4:1 data compression
- Data throughput up to 115,200bps
- Supports enhanced telephone services such as caller ID & destinctive ring
- Built-in flashROM for easy upgrades
- Supports VoiceView 1.0
- Simple installation
- Plug & Play ready



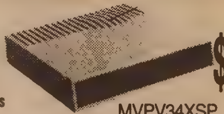
MVPV34XV

$\$139^{95}$*

*After $20 Mfg Mail-in Rebate

33.6Kbps External Fax Modem *with Voice & Speakerphone*

- Supports 33.6kbps V.34
- V.42bis, MNP5 & MNP10 for up to 4:1 data compression
- Data throughput up to 115,200bps
- Supports enhanced telephone services such as caller ID & destinctive ring
- Built-in flashROM for easy upgrades
- Supports VoiceView 1.0
- Simple installation
- Plug & Play ready



MVPV34XSP

$\$149^{95}$*

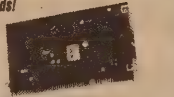
Internal with Voicemail & Speakerphone.....$\$129^{95*}$

*After $20 Mfg Mail-in Rebate

128K ISDN Internal Fax Modem

$\$179^{95}$* *Download 1MB in 62 seconds!*

IDC100i



*After $20 Mfg Mail-in Rebate

- Compatible with US national ISDN-1& AT&T 5ESS switches
- Point-to-point protocols (B channel), Multilink PPP & V.120 for Windows 95
- Industry standard AT command set
- Simple installation
- Plug & Play ready

33.6Kbps PCMCIA Fax Modem

- V.34 33.6 KBps data transmission; error correction hardware
- Data compression in hardware up to 4:1; Throughput rates up to 115.2Kbps
- Built in digital line protection automatically prevents damage from digital PBX systems
- Includes full featuredWindows 3.1 or Windows 95 compatible fax anddata communications software
- Detects dial tone, busy ring and modem carrier signals

MVPV34PC

$\$179^{95}$*

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August 1995 MVP288XF
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September 1995 MVP288CC
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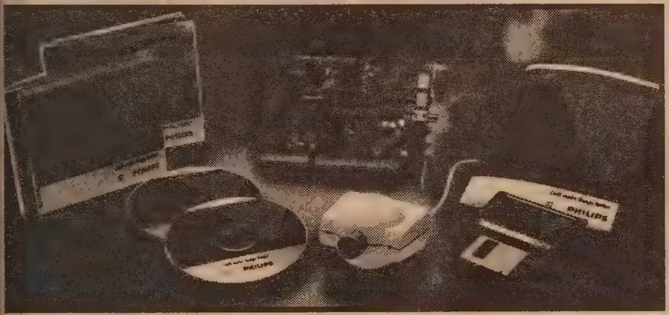
PHILIPS

Video Conferencing Kit with Color Camera

EasyCAM

- Three Products in One
  - Video Conferencing
  - Video Capture
  - Video Editing
- Includes High Resolution olor Video Camera
- Internet & Intranet Video Conferencing
- Use with your existing modem, ISDN or LAN
- Create exciting videos in a snap

$385.95



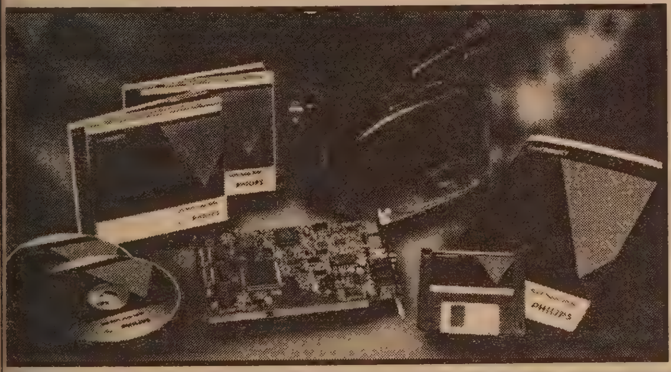
Video Conferencing Kit

EasyCONNECT

- Internet & Intranet Video onferencing
- Works with all analog ameras and camcorders*
- Use with your existing modem, ISDN or LAN
- Create exciting videos in a snap

*Camcorder not included

$285.95



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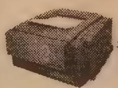
Authorized Reseller

600X600dpi Laser Printer



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LaserJet 6P

8ppm!

- True 600 DPI, 8ppm
- 24MHz Intel Risc processor
- 35 Intellifonts, 10 Truetype
- Two paper trays, holds 350 pages
- 1 yr. warranty w/Free HP Express exchange overnight printer replacement

$739

Professional Color Inkjet Printer

NEW!

HP Deskjet 870 Cse

Fast 8ppm!

- Up to 600x 600Dpi, 600x300 in color
- Up to 8 ppm, 4ppm in color
- HP ColorSmart technology adds brilliant fiery color at the touch of a button
- MAC & PC Compatible
- Includes HPs "From Start to Business"print Kit Incl. CD Rom

$499

300X300dpi Color Inkjet Printer

DeskJet400

- Prints 3 ppm in black, 2-4ppm color,
- 600X300dpi black, 300X300dpi color
- HP's ColorSmart technology for vivid color at the touch of a button • Plain Paper, Labels, to 8.5X14, envelopes & transparencies • Drop-on-Demand Thermal Inkjet Printing
- 3¢ per page cost
- HP's REt technology
- Windows compatible

$179

Color Inkjet Printer with Project Kit

DeskJet682C

- Prints 5ppm in black, 1.5ppm color,
- 600X300dpi black, 300X300dpi color
- HP's ColorSmart technology for vivid color at the touch of a button
- HP's Home Project Kit Includes:
  - Disney's Mickey & Friends Print Studio for creating cards, banners, calendars & more
  - Print Pak's Family Fun Kit for creating window art, etc.
  - Includes Hp banner paper, greeting card stock envelopes
- HP's PrintSmart
- Windows compatible

$269

Portable Inkjet Printer

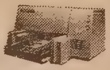
DeskJet340

- 600X300dpi black
- Prints 3ppm in black, optional color kit
- Opptional HP Mac adapter, 60 page desktop sheet feeder, rechargeable battery, rapid recharger and carrying case
- Infrared adapter option for wireless printing
- Lightweight, fits in briefcase
- 1 year warranty

$289

Professional Color Inkjet Printer

NEW!



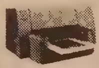
DeskJet820Cse

- Prints 6.5ppm in black, up to 4ppm color
- HP's RealLife imaging system with C-Ret
- HP's ColorSmart technology for vivid color at the touch of a button
- HP's QuickStar for easy printer setup
- 150 sheet paper tray • Two-sided printing
- Paper types include business cards, labels & transparencies
- Microsoft Publisher CD for Windows 95
- Windows compatible
- 50 TrueType fonts

$399

Color Inkjet Printer & Project Kit

NEW!



DeskJet694C

FREE Photo Kit

- Prints 5ppm in black, up to 1.7ppm color
- HP's RealLife imaging system with C-Ret
- HP's ColorSmart technology for vivid color at the touch of a button
- HP's QuickStar for easy printer setup
- 100 sheet paper tray
- Paper types include business cards, labels & transparencies
- Includes free Photo Kit
- Windows compatible
- 8 Built-in fonts

$299

600X600dpi Laser Printer

WOW!

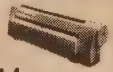
LaserJet5L Xtra

- Prints 4ppm at 600X600dpi
- Lowest cost of ownership, 1¢ per page print cost
- Handles a wide variety of paper, no special paper necessary to excellent print quality
- Hp's REt technology & microfine toner
- HP's PrintSmart
- Windows compatible
- FREE SOTWARE Including: NetScape Navigator 2.0, HP FontSmart, Avery Label Pro & More

NEW!

$399

400dpi Document Scanner



HP ScanJet 4s

- 400dpi enhanced, 200dpi optical
- Visioneer PaperPort e-mail & fax software & integrated OCR software
- Scans documents as small as business cards up to 8.5"X30"
- Automatic on/off, just feed documents in.

$189

1200dpi Color Flatbed Scanner

HP ScanJet 5Pse

NEW!

Single Touch Scanning!

- 1200dpi enhanced, 300dpi optical
- Scans pictures, text & documents with the push of a single button
- Faxes & emails documents through your PC fax modem
- Plug & Play for Windows 95
- Includes HP AccuPage technology
- Includes Corel WEB Designer software

$399

1200dpi Color Flatbed Scanner

HP ScanJet 4p

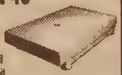
NEW!

- 1200dpi enhanced, 300dpi optical
- Single pass scanning at 256 grays & 16.7 million colors
- TWAIN/OLE support, Windows 3.11, Windows 95 & Mac support
- Includes HP's ScanJet Copy, HP PictureScan, HP AccuPage technology, & Visioneer PaperPort e-mail & fax software.

$489

2400dpi Color Flatbed Scanner

HP ScanJet 4c



- 2400dpi enhanced, 600dpi optical
- Greater shadow detail with 30-bit color, 10-bit grayscale internal scanning
- Includes Caere OmniPage LE OCR with HP AccuPage technology, Corel PhotoPaint (PC) & Adobe Photoshop LE (Mac), Visioneer PaperPort e-mail & fax software

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56Kbps X2 Internal Fax Modem

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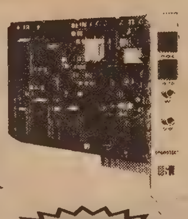

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- #1 selling modem in the world
- x2 is supported by over 300 ISPs including: AOL, Compuserve, Prodigy, Netcom, and MCI
- Download from the internet at nearly twice the speed of 33.6 modems
- Flash ROM upgradeable for easy updates
- Includes Connections CD ROM, free internet offers, and many other software programs

External Fax Modem For PC ....$219⁹⁵ • External Fax Modem For MAC $219⁹⁵

56Kbps X2 Internal *Voice* Fax Modem

NEW!

$219⁹⁵

- Full-duplex speaker phone • Personal voice mail with multiple mailboxes, Caller ID & more...
- x2 is supported by over 300 ISPs including: AOL, Compuserve, Prodigy, Netcom, and MCI
- Download from the internet at nearly twice the speed of 33.6 modems
- Flash ROM upgradeable for easy updates
- Includes Connections CD ROM, free internet offers, and many other software programs

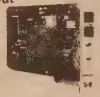
External Fax Modem For PC $239⁹⁵

MICROSOFT. WINDOWS.

Sportster 33.6Kbps V.34 Internal Fax Modem For Windows

• Fully Windows 95 compatible (requires Windows or Windows 95) • True ITU-T V.34 28,800 bps data • Fax on demand and remote fax retrieval • V.42 bis/MNP 5 data compression for throughput up to 115,200 bps • On-board speaker with volume control

56K Upgradeable!



$69⁹⁵*

*After $40 MFG Mail in Rebate. Offer Valid Thru 5/4/97

Sportster 33.6Kbps Vi Internal Fax Modem

YOUR PERSONAL OFFICE MESSAGE CENTER WITH SPEAKER PHONE • PLUG AND PLAY • true ITU V.34 33,600 bps data • Send and receive faxes directly from your computer • 16550 UART for high speed Windows connections • V.42 *bis*/MNP 5 data compression for throughput up to 115,200 bps

56K Upgradeable!

$125⁹⁵*

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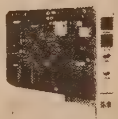
Sportster ISDN 128k Internal Digital Fax Modem

HIGH SPEED INTERNET ACCESS 7 TELECOMMUTING

• MultiLink PPP combines the two 64 kbps B-channels of an ISDN BR1 line into a single 128Kbps channel • Multiple compression types (Stac®, Microsoft® & Acsend®) • Windows®95 enhancements • Integrated analog device port • Full ringing support • Simultaneous voice & data • Dynamic voice override • Integrated NT-1 • TAPI

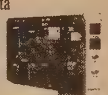


Includes FREE Internet connection kit!

$319⁹⁵

Sportster 33.6Kbps V.34 Internal Fax Modem

• Fully Windows 95 compatible • True ITU-T V.34 33,600 bps data • Fax on demand and remote fax retrieval • V.42 bis/MNP 5 data compression for throughput up to 115,200 bps • 16550 UART for high-speed Windows connections



56K Upgradeable!

$109⁹⁵*

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Sportster 33.6 Kbps V.34 Ext. fax/modem for Mac *After $40 MFG Mail in Rebate. Offer Valid Thru 5/4/97 .... $139⁹⁵*

Sportster Vi 33.6Kbps V.34 Ext. fax/modem w/speakerphone and voicemail for Mac *After $40 MFG Mail in Rebate. Offer Valid Thru 5/4/97. $169⁹⁵*

Courier I Modem ISDN Terminal Adapter for PC $571⁹⁵

Courier V. Everything w//V.34 Internal/External $259⁹⁵/299⁹⁵

28.8 bps PCMCIA V.34 fax/modem with data view $279⁹⁵

Digital Color Camera, 33.6Kbps Modem, Video Capture Card & More...

NEW!

Big Picture Video Kit

#1622

- Video Capture Card
- US Robotics 33.6 Voice/Video Fax modem(Internal ISA card)
- Camera with built in microphone
- Upgradeable to56K with X2 Technology

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- 0K to 128MB EDO Memory or Fast Page-Mode Memory
- SMC 37665GT Super Multi-I/O Chip
- Intel 430VX Chipset
- 3 ISA & 3 PCI slots
- On-board PCI Bus Master IDE controller
- 256K Pipeline Burst Cache (Exp. 512K)
- One 2.88MB Floppy Port
- Two 16550 Fast UART Compatible Serial Ports
- One EPP, ECP parallel port
- ZIF Socket 7

Intel 430VX Chipset

CPU Sold seperately

$\$169^{95}$

ASUS

DUAL 90-100MHz PENTIUM™

INTEL PCI WITH 256K PIPELINE BURST CACHE

- SMC 37665GT Super Multi-I/O Chip
- Intel 430HX Chipset
- 256K cache (Exp. to 512K)
- Uses 72-pin SIMMS
- 0MB EXP. TO 512MB
- AWARD BIOS
- Uses 72-pin SIMMS
- On-board ISA IDE Hard Drive Controller
- 4 ISA & 4 Bus Master capable PCI slots

Intel 430HX Chipset

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On-board NCR SCSI BIOS firmware supports the optional SC-200 SCSI controller to connect up to 7 internal or external SCSI devices

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INTEL VENUS™ MOTHERBOARD W/256K PIPELINE BURST CACHE

- Intel 440 FX Natoma PCI Chip set • 3 PCI / 3 ISA / 1 Shared slot • Zif Socket 8 • 4-72 pin Simm slots • 0 MB up to 256MB RAM • 2 fast UART 16550 serial ports • EPP/ECP parallel port • IRDA compliant infra red interface • AMI Bios

Intel 440FX Chipset

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- INTEGRATED Enhanced IDE-I/O
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- 256K pipeline burst cache
- 0MB EXP. TO 128MB
- ZIF Socket 7
- Integrated Vibra 16S Audio Controller
- Flash BIOS

Intel Chipset

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INTEL MOTHERBOARD W/BUILT-IN 256K PIPELINE BURST CACHE

NEW!

- 4-PCI, 3-ISA SLOTS
- Intel PCI chipset 82430VX
- 256K PIPELINE BURST SIMM CACHE (EXP. TO 512K)
- ZIF SOCKET 7
- One 168 PIN DIMM SLOT
- FOUR 72 PIN SIMM SLOTS
- INTEGRATED Enhanced IDE
- 0MB EXP. TO 128MB RAM

Intel Chipset

CPU Sold seperately

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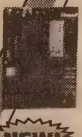
PENTIUM™ 75-200MHZ PCI

INTEL MOTHERBOARD W/BUILT-IN 256K PIPELINE BURST CACHE



NEW!

- 3-PCI, 3-ISA SLOTS
- Intel PCI chipset 82437VX
- 256K PIPELINE BURST SIMM CACHE (EXP. TO 512K)
- ZIF SOCKET 7
- TWO 164 PIN DIMM SLOTS
- FOUR 72 PIN SIMM SLOTS
- INTEGRATED Enhanced IDE
- 0MB EXP. TO 128MB RAM

Intel Chipset

CPU Sold seperately

$\$119^{95}$

Hot 557

NCA's High Quality PCI

PENTIUM™ 75-200MHZ PCI

INTEL MOTHERBOARD W/BUILT-IN 512K PIPELINE BURST CACHE

- 4-PCI SLOTS 3-ISA SLOTS
- Intel 438HX Chipset
- Built-in 512K CACHE
- ZIF SOCKET 7
- FOUR 72 PIN SIMM SLOTS
- INTEGRATED Enhanced IDE
- 0MB EXP. TO 128MB RAM

Intel Chipset

CPU Sold seperately

$\$139^{95}$

FICPT2200K

NCA's High Quality PCI

486DX MOTHERBOARD

PCI BUS

- 3 PCI SLOTS
- USES 30 or 72 PIN SIMMS
- AWARD BIOS
- SUPPORTS DX4
- 256K CACHE
- 0MB EXP. TO 64MB RAM
- ZIF SOCKET
- ALI CHIPSET

ALI Chipset

CPU Sold seperately

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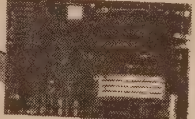

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Pentium ™ 75-200MHz

INTEL MOTHERBOARD W/BUILT-IN 512K PIPELINE BURST CACHE

NEW!

430HX CHIPSET!
On-board Adaptec Ultra Wide SCSI!

- 4 PCI / 3 ISA slots
- 512K Pipeline cache,• Zif Socket 7
- 0MB RAM • Award BIOS
- Single jumper CPU setting
- MMX™ Processor compatible
- Expansion RAIDport connector
- Plug & Play, PC Green

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P5H30-NS/WS

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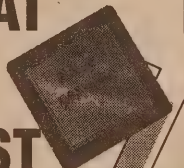
AMD

NEW K6 MULTIMEDIA CHIP

COMING SOON

CPUs AT THE LOWEST PRICES



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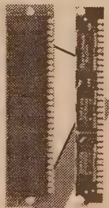
LOWEST MEMORY PRICES



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5M

Windows Memory Managers *continued from page 144*

The Windows 95 module of Hurricane substitutes an innovative memory compression algorithm for the video and disk caches. Hurricane's memory compression scheme results in real speed increases on systems with 8MB to 16MB of RAM. I stop-watched a series of operations: pasting a large graphic into Microsoft Paint, Micrografx Draw, and Adobe Pagemaker, then rotating and resizing the image. Performance improvements were most noticeable in the Microsoft Paint manipulations.

	Vanilla			**Hurricane v2**			**Agent 95**			**MagnaRAM**		
P133 Notebook PowerPoint & QuickView+ loaded in background	**9MB**	**16MB**	**32MB**	**9MB**	**16MB**	**32MB**	**9MB**	**16MB**	**32MB**	**9MB**	**16MB**	**32MB**
		Seconds			Seconds			Seconds			Seconds	
Paste into Paint	63.7	19.1	12.9	28.9	11.8	11.3	85.7	13.0	5.4	33.0	9.6	7.9
Rotate 180 in Paint	72.3	3.9	3.8	38.2	4.9	3.8	60.1	8.9	4.0	44.7	6.4	4.3
Resize Horiz. in Paint	79.4	22.9	8.0	51.2	12.5	6.0	69.0	9.3	3.5	35.0	8.8	4.0
Resize Vert. in Paint	137.4	53.9	12.5	93.8	45.2	14.0	95.0	34.5	9.0	64.9	30.7	12.2
Paste into Pagemaker	81.9			79.2			115.0			65.2		
Paste in Mgfx Draw	32.8			27.5			46.3			27.4		

The Windows 95 Hurricane module uses the following tricks to achieve its success:

- RAM Expander—a code-compression algorithm that uses only the physical RAM unavailable to the Windows system and applications.
- WinPack—an algorithm that retrieves RAM from applications that are open but minimized to the Taskbar.
- Mode-Switch Accelerator— accelerates the transition between Windows applications and increases the number of system breakpoints.
- Global DOS Manager—Like the Windows 3.1 component, avoids out-of-memory messages by reserving additional memory within the first megabyte.
- XMS Accelerator—Speeds up access to XMS and DPMI memory by DOS drivers and programs loaded in CONFIG.SYS and AUTOEXEC.BAT.
- Print Cache—Creates a virtual cache for print output from selected printers.
- RAM Drive (also present in the Windows 3.1 module)—Provides a smart RAM disk that can store application data or system files. The RAM disk shrinks and expands in response to application memory demands.

Connectix Agent 95

Agent 95 is marketed as a real-time performance diagnostic utility that helps users work smarter, faster, and more efficiently with Windows 95. My tests showed that Agent 95 was ineffective on a low-memory (9MB) Windows 95 configuration. On a 16MB configuration it produced some performance improvement, but not as much as either Hurricane or MagnaRAM. However, on a 32MB system, Agent 95 was the most effective enhancement product.

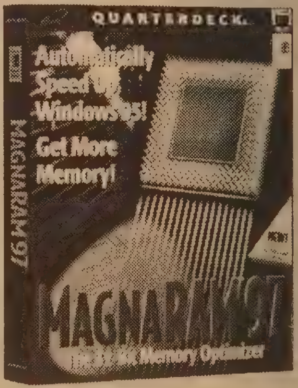
The diagnostic part of Agent 95 consists of four "Agent" utilities: the Memory Agent, Resource Agent, Performance Agent, and System Info Agent. The graphic displays in these audit windows are designed to let a user locate at a glance which applications and internal Windows 95 modules are hogging system resources. An "Alert Monitor" slider lets you set thresholds for minimum acceptible system memory, system heap resources, and RAM-to-swapfile activity ratio. Double-clicking the Agent icon opens a tabbed display of resource usage. It's easy to see which applications and system processes are eating up your memory and heap resources. Agent 95 lets you point the mouse at any application process and close that process by right-clicking. Users can also click an Advice button, which will probably tell you what you already know: There are too many programs running at one time, and you can improve performance if you close a few.

Although Agent 95 does not support Windows 3.x, Connectix markets a product called RAM Doubler that does effectively cure "out of memory" messages in the older operating system.

Quarterdeck MagnaRAM 97

MagnaRAM is a product that Quarterdeck originally licensed from Landmark Technologies. I found that versions 1.0 and 2.0 failed to help performance under either Windows 3.x or Windows 95. The current release of MagnaRAM is a better product. In the tests I ran MagnaRAM 97 was roughly as effective as Hurricane at improving application performance. It halved the time spent pasting and resizing images within Microsoft Paint.

MagnaRAM 97 is extremely simple; it lacks some of Hurricane's extra bells and whistles such as the sophisticated system diagnostics, smart RAMdisk, and the module that reclaims memory from minimized applications. I found the performance diagnostics to be slightly overoptimistic. MagnaRAM derives some of its statistics by adding the total amount of compressed RAM to the installed RAM total reported by the Windows 95 operating system. It then reports tremendous increases in available memory and time saved accessing the Windows swapfile. These percentages are not necessarily indicative of the actual time saved in executing application functions. Nevertheless, I found that MagnaRAM did significantly improve application functions in all three tested memory configurations.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MagnaRAM 97 is not bundled with QEMM, Quarterdeck's more full-featured DOS/Windows 3.1 memory manager. To run MagnaRAM 97 with QEMM under Windows 95 you must disable the earlier MagnaRAM (v2.0) that's bundled with QEMM. QEMM 8 addresses "out of memory" messages in Windows 3.x and is useful in obtaining more MS-DOS

continued on page 261

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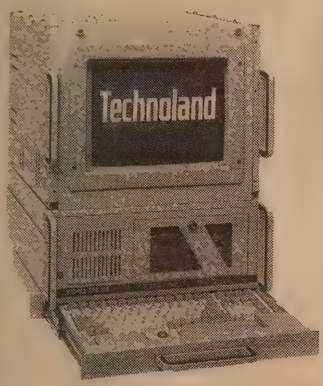

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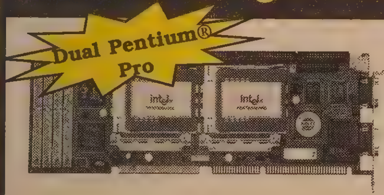

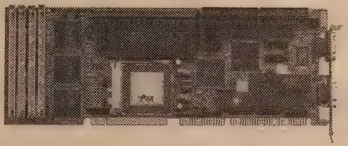

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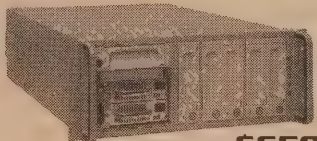

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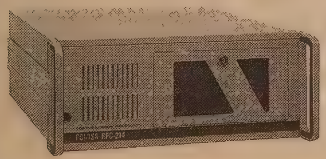

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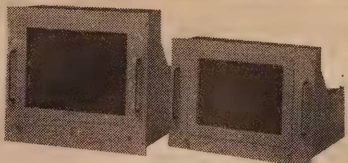

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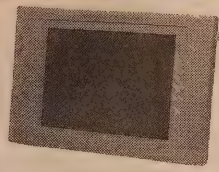

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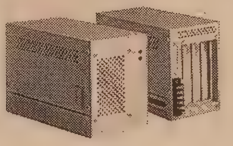

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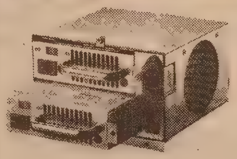

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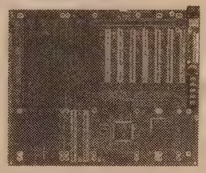

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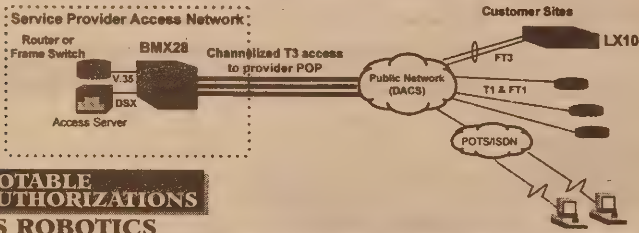

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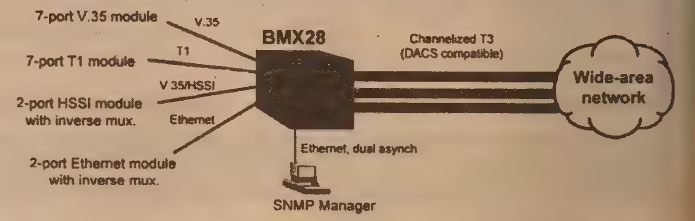

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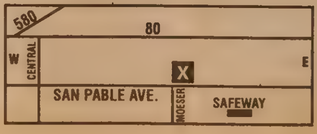

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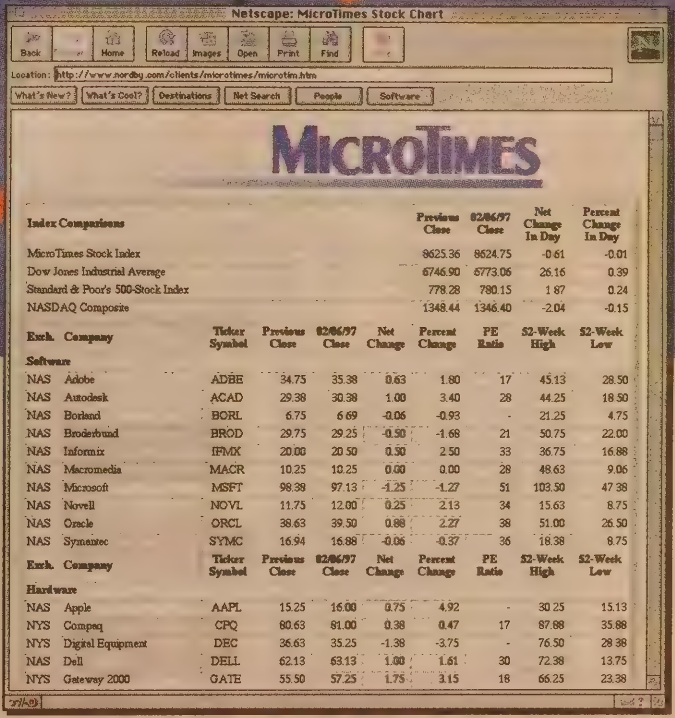

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Index Comparisons	Previous Close	02/06/97 Close	Net Change In Day	Percent Change In Day
MicroTimes Stock Index	8625.36	8624.75	-0.61	-0.01
Dow Jones Industrial Average	6746.90	6773.06	26.16	0.39
Standard & Poor's 500-Stock Index	778.28	780.15	1.87	0.24
NASDAQ Composite	1348.44	1346.40	-2.04	-0.15

Exch.	Company	Ticker Symbol	Previous Close	02/06/97 Close	Net Change	Percent Change	PE Ratio	52-Week High	52-Week Low
Software									
NAS	Adobe	ADBE	34.75	35.38	0.63	1.80	17	45.13	28.50
NAS	Autodesk	ACAD	29.38	30.38	1.00	3.40	28	44.25	18.50
NAS	Borland	BORL	6.75	6.69	-0.06	-0.93	-	21.25	4.75
NAS	Broderbund	BROD	29.75	29.25	-0.50	-1.68	21	50.75	22.00
NAS	Informix	IFMX	20.00	20.50	0.50	2.50	33	36.75	16.88
NAS	Macromedia	MACR	10.25	10.25	0.00	0.00	28	48.63	9.06
NAS	Microsoft	MSFT	98.38	97.13	-1.25	-1.27	51	103.50	47.38
NAS	Novell	NOVL	11.75	12.00	0.25	2.13	34	15.63	8.75
NAS	Oracle	ORCL	38.63	39.50	0.88	2.27	38	51.00	26.50
NAS	Symantec	SYMC	16.94	16.88	-0.06	-0.37	36	18.38	8.75

Exch.	Company	Ticker Symbol	Previous Close	02/06/97 Close	Net Change	Percent Change	PE Ratio	52-Week High	52-Week Low
Hardware									
NAS	Apple	AAPL	15.25	16.00	0.75	4.92	-	30.25	15.13
NYS	Compaq	CPQ	80.63	81.00	0.38	0.47	17	87.88	35.88
NYS	Digital Equipment	DEC	36.63	35.25	-1.38	-3.75	-	76.50	28.38
NAS	Dell	DELL	62.13	63.13	1.00	1.61	30	72.38	13.75
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Not only that, but in response to the **#1 request** we've received since the site opened, we now make it easy to find a nearby location where you can pick up *MicroTimes*, searching by street, city, and/or ZIP code.

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Online Guide

INTERNET • BY JOHN S. QUARTERMAN

The Internet And Taxes

An Accountant's View Of *Securetax.com*

Here's a new use of the Internet: tax preparation. For example, *http://www.securetax.com* offers such a service. Since I'm not an expert on this subject, I asked my tax accountant, Jesse De La Cruz (*delacruz@zilker.net*), to review it. He says:

"In summary, conceptually it is an appealing idea from the user's perspective. It is inexpensive to use; doesn't penalize you for experimenting, exploring, or doing different 'what-if' scenarios; and is easy to use (once you spend some time learning what it is and is not designed to do)."

That was more or less my impression in general, as well: nice idea, if it works.

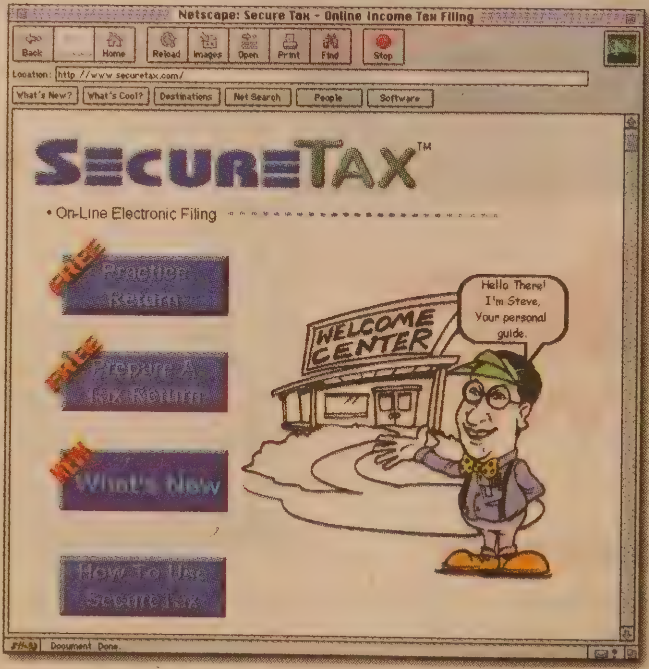
How Well Does It Work?

The real question is, does it work—including whether it is cost-effective to use. Here's where an expert's opinion is even more useful:

Jesse says most of the problems he encountered were operational: "The overwhelmingly overriding problem is the online time you will spend—mostly because of the finger-tapping, eye-wandering time you will spend waiting for pages to download. I used both a 14.4Kbps and a 33.6Kbps modem and downloads were still uncomfortably long.

"My conclusion is that this service may currently best be used by those who have already prepared their returns manually, who can then connect to fill in the blanks on the forms. Use of the online help and the Audit Alert option would be practical. Filing electronically with direct deposit into your account of any refund, and getting a hard, nicely typed copy of the return, would be worth the $16 total price.

"For now, I'm sure a handful of the 50 million or so taxpayers who prepare their own returns might make this site profitable by the simple use of the electronic filing feature. If I were not in the business of preparing tax returns, I would not use this to prepare my tax return, but I would consider using it in the manner I described above.



"I do, however, envision some potential use by those in the business of preparing tax returns. Maybe they could market some ideas to us?!"

I have to admit tax forms of any kind, online or not, make my eyes wander. But I can see Jesse's point that waiting for them to transfer doesn't help the attention problem. The electronic filing option could be very useful, however, especially for those of us who are accustomed to doing everything online and find messing with paper tedious and time-consuming. In addition, I understand that the IRS confirms online filings within a few days, which would be better than the paper situation, where you don't hear from them unless something goes wrong, and then usually months later, as in when they lost my 1994 tax return.

There are a number of other companies providing online tax filing services, some through the Internet, some not. We chose to review this one because its people were proactive and sent us some review material. Well, actually, it was a PR person who sent a note about how the *securetax. com* Web pages were developed using something called WebHub by HREF Tools Corp. The PR contact is *jdo@sfnet.net* (707/576-8149). For some reason they did not include any address for HREF Tools Corp., but WHOIS says they are *href.com* , and *http://www.href.com* works (although not very well with Lynx).

Pros And Cons

Jesse provided some lists of pros and cons (he's an accountant, remember).

Pros:

- Nice graphics.
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- Electronic filing available for low price ($4.95).

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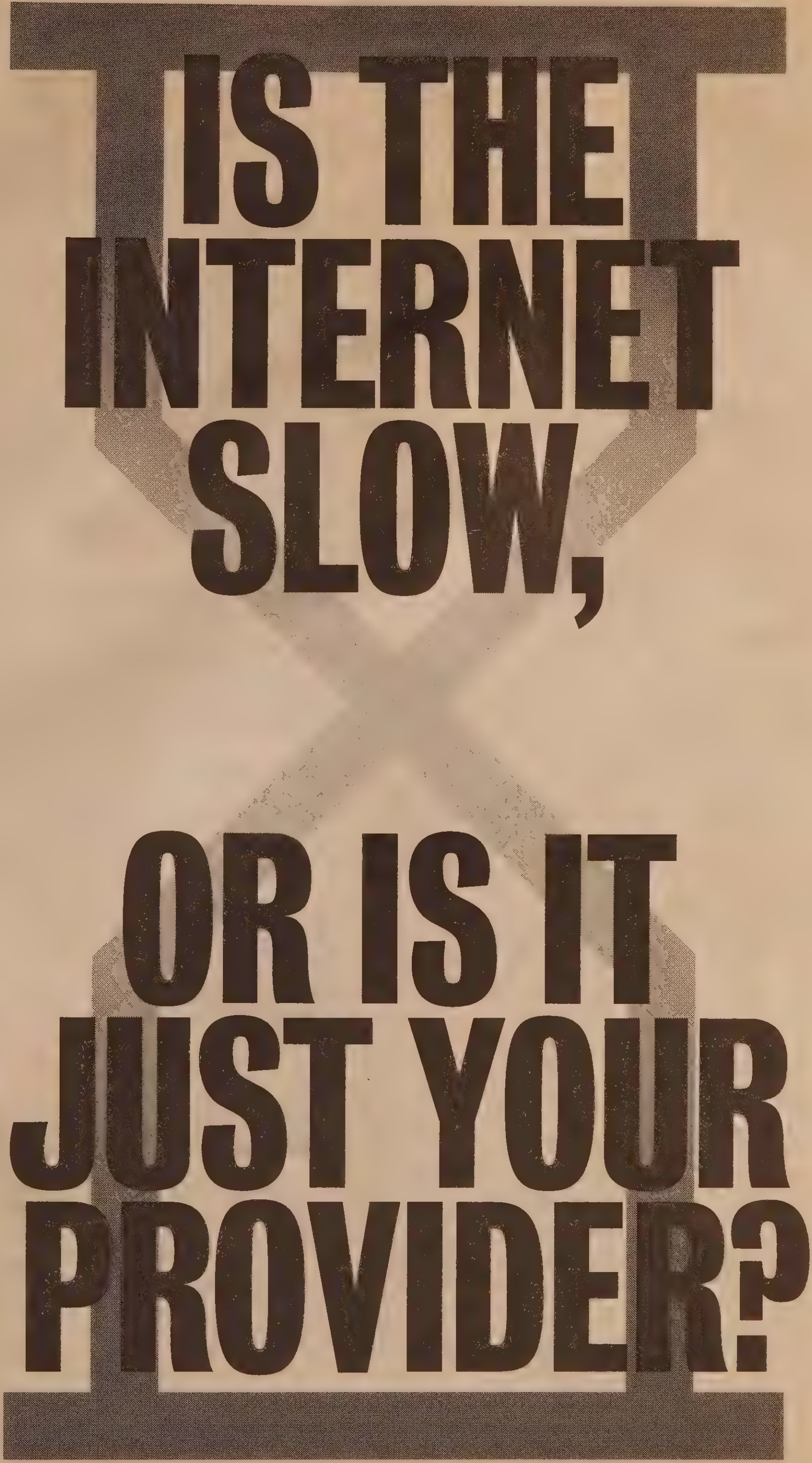

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Internet *continued...*

- Audit alert option ($1.00) is a great idea.
- Use of software is free (i.e. no pay until you decide to keep the return by printing or filing).
- Return can be deleted at any time prior to finalization with no cost or penalty.
- Straightforward "interview" process.
- You can do a practice tax return to play with, and learn to use the software.
- Your security fears are allayed once you read descriptions of the type of software security in place (of course, you'll have to trust that it actually does what they say it will do).

That's a lot of pros. Somebody has put some thought into this software.

Cons:

- Uncomfortably long download times for each page; you're highly discouraged from flipping pages and exploring, which is something I like to do when learning something new.
- Use of the browser's "back" button is not recommended by software; this means a page needs to completely reload from scratch (versus from local computer memory with "back" button) which doesn't help online time.
- Concern about access during the busy season, since connected users will likely be connected for extended periods.
- Context-sensitive help is crude; then when you return from the help area, you are returned to the top of the page where you were initially, leaving you to search where you left off/where you jumped to the help area from.

That's a pretty short list of cons, but there are some big ones. Nonetheless, the tax accountant's opinion seems generally positive, although not necessarily for the main use the product may have been primarily intended for.

Jesse says most of the problems he encountered were operational: "The overwhelmingly overriding problem is the online time you will spend—mostly because of the finger-tapping, eye-wandering time you will spend waiting for pages to download.

Security

Regarding security, the *securetax.com* Web page

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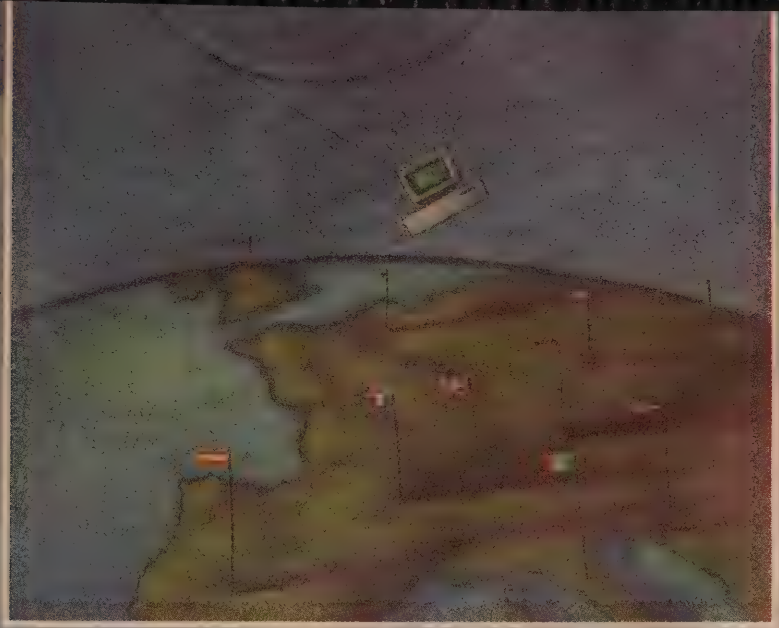

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Internet *continued...*

does mention it prominently. The verbiage they use about layers of security like an onion and how security is nonetheless no better than your password indicates that they have a clue in this area. How good their security really is, I don't know, but it at least appears they're making an intelligent effort. In addition, they say you don't have to supply any personal identification unless you choose to file online. You can instead choose to print forms to file on paper, and fill the personal stuff in after printing. Now of course in some cases your identity could be deduced from your IP address or domain name, but such anonymity is nonetheless another layer of security and one that indicates thought has gone into it.

The Net And The Accountant

Speaking of the tax accountant, Jesse was not online until we encouraged him to get there a year or so ago. He seemed perhaps a bit reluctant at first: yet another thing to learn, more peculiar software to install, etc. But he sure took to it after he got online. If he needs to ask questions about some line item in the books, he doesn't have to schedule a meeting time or play telephone tag until we're both in the office (accountants, like columnists, often have their own businesses and work from home much of the time). Instead, he can just mail a query electronically when he has it, and we can respond when we see it and have the appropriate information. We still have occasional meetings, but they are now devoted to more substantial planning matters, not to minutae that used to eat up far more time than they needed.

So, here are three new uses of the Internet, all related to taxes:

1. Filling out tax forms through Web pages.
2. Filing tax forms with the IRS through Web pages.
3. Communicating with a tax accountant through the Internet.

Your opinion of the utility of each of these three uses will of course vary, but you may well find one or more of them worth your time. ■

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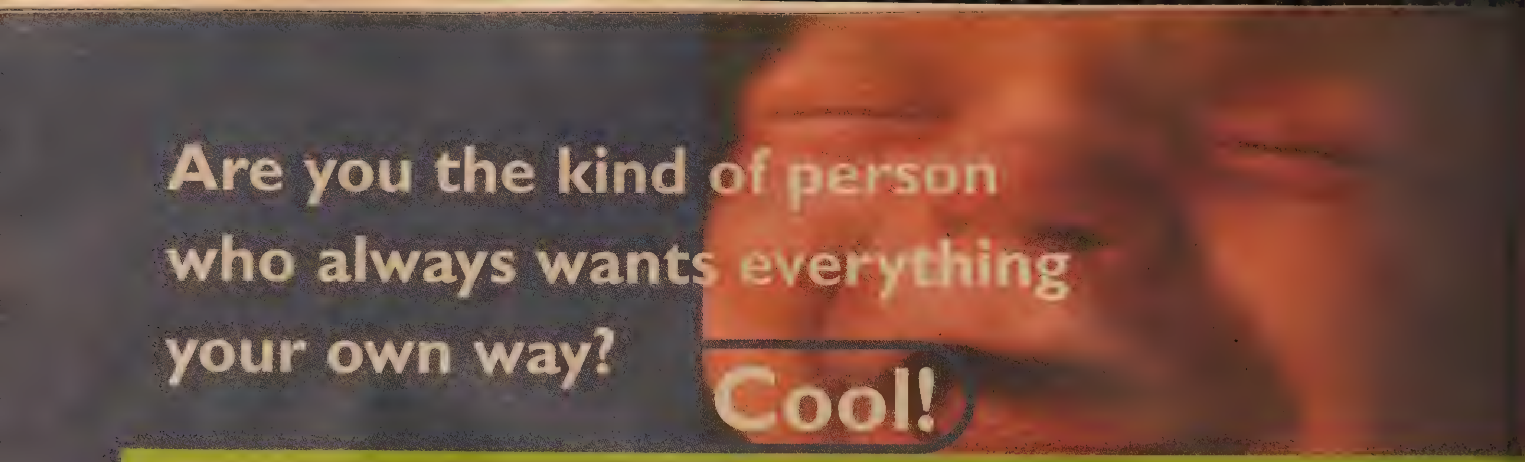

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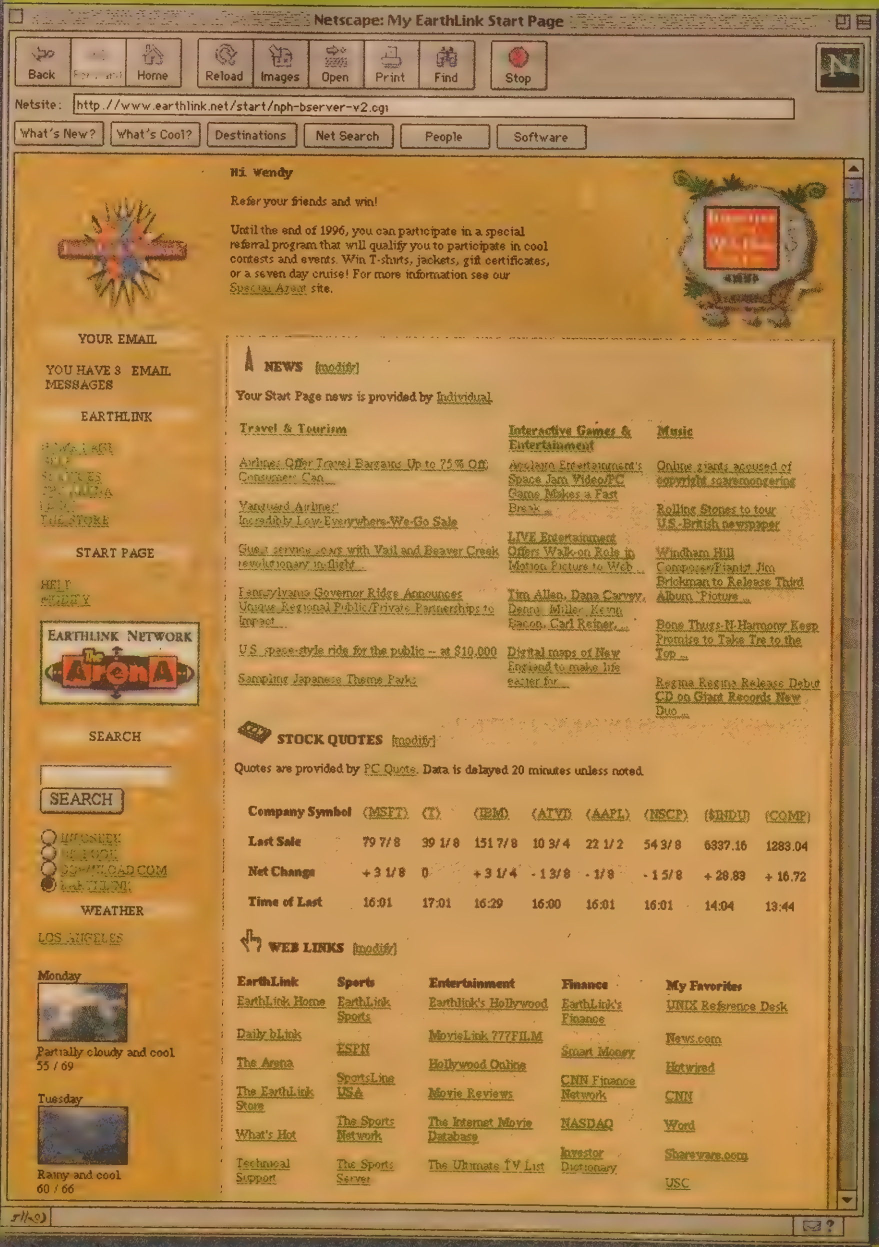

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LOS ANGELES

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Partially cloudy and cool
55 / 69

Tuesday
Rainy and cool
60 / 66

NEWS [modify]

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Digital maps of New England to make life easier for ...

Music

Online giants accused of copyright scaremongering

Rolling Stones to tour U.S.-British newspaper

Windham Hill Composer/Pianist Jim Brickman to Release Third Album 'Picture ...

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Regina Regina Release Debut CD on Giant Records New Duo ...

STOCK QUOTES [modify]

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Last Sale	79 7/8	39 1/8	151 7/8	10 3/4	22 1/2	54 3/8	6337.16	1283.04
Net Change	+ 3 1/8	0	+ 3 1/4	- 1 3/8	- 1/8	- 1 5/8	+ 28.83	+ 16.72
Time of Last	16:01	17:01	16:29	16:00	16:01	16:01	14:04	13:44

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Modem Wars

The Empires Strike Back

By now, your favorite computer retailer should have in stock the new batch of modems designed to push data as fast as 56Kbps. U.S. Robotics (USR) was first to ship its modems which use Texas Instruments' (TI) X2 digital signaling processor chipset, while modems based on Lucent/Rockwell's K56 protocol chip should appear soon. USR claims it has signed up over 100 Internet Service Providers (ISPs) to support its technology, representing 70% of Web users, while Rockwell has signed over 100 modem vendors to build boxes based on its technology and also projects a 60% share of Internet access ports.

It must be good news to someone somewhere that the Internet is now at 130% market size, but it only serves to show how deep the line in the competitive sand has been drawn as each side tries to gain the upper hand in this new round of modem wars. Experts are projecting upwards of 100 million units will ship in 2001, with 12 million units predicted for 1997. Nice curves.

Oh, by the way, the products from USR and Rockwell can't talk to each other, and won't for some time. The Telecommunications Industry Association (TIA) is working on a standard that won't be available until the end of 1997 at the earliest. So in the meantime, two powerful players are forcing consumers to get religion about which modem they choose. For ISPs, the server-side equipment based on Rockwell's technology that can handle the load may not arrive until 1998. USR claims their server equipment for ISPs and remote access servers will be available soon.

But that shouldn't stop anyone from shipping. Pricing looks competitive, ranging from $170 for Hayes' Accura model to under $300 for its PC card-based modems capable of 56Kbps. Some companies are trying to give it away in the hopes of making one or another of two proprietary standards the de facto industry standard and let TIA hang. USR is offering $30 software upgrades to its X2 capabilities with most of its higher-end models including the Courier line. Hayes promises to provide a free upgrade to the eventual ITU (international) standard, whenever that happens, if you buy their modem now. Telebit has announced it will also deliver free 56Kbps upgrades on any new purchase of its MicaBlazer remote-access server.

Real-World Results Variable

Supposedly, these gizmos enable you to double your speed relative to 28Kbps modems, but results may vary. Reports for USR have shown rates all over the map, from 40Kbps to 53Kbps.

The problem here is the Local Loop plant, where in the real world few users will achieve maximum speeds because they have old hardly-twisted copper lines, or other line impediments. In this case, analog phone lines suppress line interference at the expense of speed. When connections at these new high speeds meet a bump in the tube they'll get dropped, not because the lines can't handle the traffic, but because the technology to condition the lines isn't up to snuff.

Then there's the question of "how fast which way"—you may achieve 40+ Kbps on downloads with USR but your upstream connect may only get to 34Kbps. Lucent claims USR modems will only achieve 28.8/33.6Kbps upstream while modems built on its own flavor of the K56 technology will support upstream speeds of 40Kbps, and will also operate at 45Kbps in symmetrical mode to support both Internet voice and (asynchronous) video applications.

Industry Standards, Industry Thrashes

Aside from the name calling, there's the patents question. Lucent claims it owns three critical patents for 56K technology and wants to take a

By the way, the products from USR and Rockwell CAN'T TALK to each other, and won't for some time. The Telecommunications Industry Association is working on a standard that won't be available until the end of 1997 at the earliest. In the meantime, two powerful players are forcing consumers to get religion about which modem they choose.

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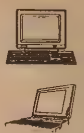

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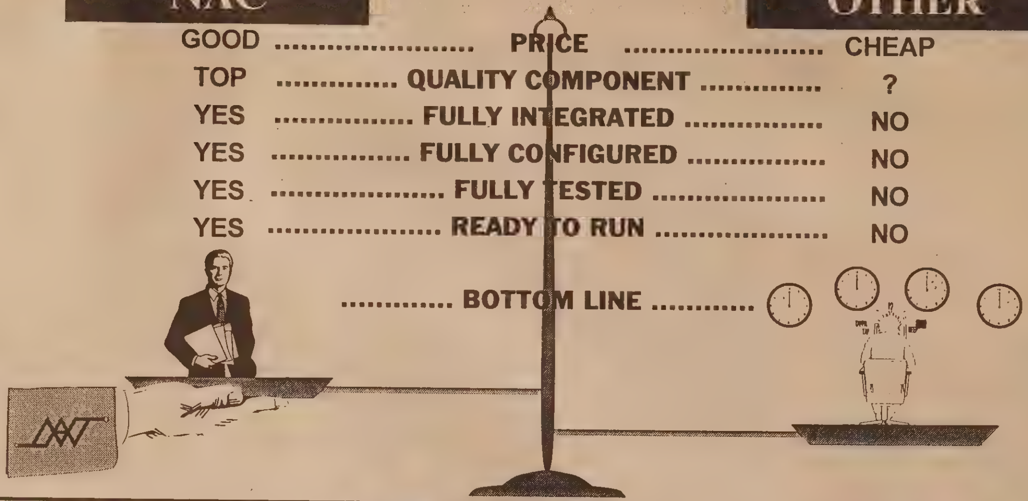

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YES	FULLY CONFIGURED	NO
YES	FULLY TESTED	NO
YES	READY TO RUN	NO
	BOTTOM LINE	

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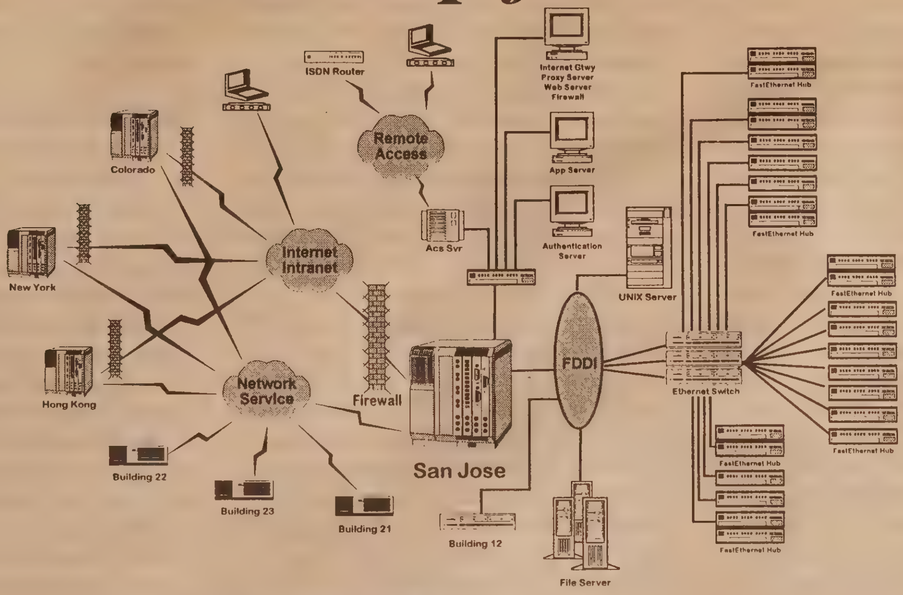
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Online Services *continued...*

close look at USR's modems. Yet USR claims its offering is on safe patent ground. And although Lucent and Rockwell have promised interoperability between their two technologies, dubbed the K56 protocol, they are not exactly handing over company secrets to each other. As one analyst quipped, "They've only agreed to be seen together in public."

Since Hayes' journey into and out of bankruptcy, USR has become the nation's top supplier of modems through retail channels, while Rockwell and Lucent hold larger shares of the overall market, including many OEM arrangements. Yet USR, besides being first to market and having a powerful ally in TI, who can pump out chips now to meet the demand, has gained other significant advantages. First, the ease of upgrade via software is commanding. Also, the list of ISPs USR has committed to supporting X2 is impressive: CompuServe, Netcom, Prodigy, Exec-PC, IBM Global Network/Advantis, U.S. West, Web America, and scores of smaller regional providers that amount to more than 16 million subscribers.

Some ISPs are the modem equivalent of the ever-neutral Switzerland: They won't commit to either side. The reasoning goes that they would rather sell digital services like ISDN—why bother with a flaky analog line? This stance is especially popular with smaller ISPs that see themselves more as a reseller of PacBell or some other RBOC's brand of IP services.

However, ISPs that have signed up with USR take a different approach. Steve Moody, owner of AlphaTech Online of Hendersonville, NC, says, "If an Internet service provider wants to stay ahead of the game, it needs to stay ahead of technology. U.S. Robotics' X2 technology is the game that needs to be played right now." Dougal Campbell, systems manager at interQuest.com Online Services based in Huntsville, AL, echoes that enthusiasm when he states, "X2 gives our customers something the competition can't offer: high-speed analog access. Now!"

What's Next?

How prophetic. Because, already, "now" is history. Tomorrow will definitely have a different technology game in store. There's good reason to believe that this may well be the last hurrah for analog modems. Analog-based 56Kbps connections may be the end of the road as xDSL technologies and cable modems start to make more of an impact within the ISP community. And, like a hundred other manufacturers, USR is already anticipating that day.

To be available in mid-1998, USR plans to offer a V.Everything dual modem that will support both X2 56Kbps analog functionality in addition to built-in multi-megabit Asymmetric Digital Subscriber Line (ADSL) capabilities. For starters you can expect at least 384Kbps, if not

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768Kbps, depending on the distance from a Central Office and line conditions. The V.Everything also would let ADSL users use the voice channel that uses the same tube as the high-speed data stream.

USR has also announced plans to ship a free-standing ADSL modem with Ethernet interface for $400 by 2Q. It also says it will support ATM over ADSL as soon as Microsoft can get its act together to install ATM drivers in its Windows 95 and NT operating systems.

For some really smart ISPs, "right now" doesn't mean ISDN, and it doesn't mean X2 or K56. It means xDSL. In fact, Aspen Internet Exchange, ATU Telecommunications (Anchorage), HarvardNet (Boston) and InterAccess Co. (Chicago) already do, or soon will, offer Digital Subscriber Line, or xDSL-based services. Westell, PairGain and Paradyne are supplying the boxes and networking capabilities.

At least two competitive access providers (CAPs) including a national carrier like MFS Communications have announced xDSL offerings targeting ISPs, who want to resell services to their business customers. Figure T1 rates at $200/month, and let's not leave it to the ISPs, because smart phone companies are also getting into the xDSL action early. In fact in a March media advisory MCI showcased NW Iowa Telephone Company's high-speed access services in Sergeant Bluff, IA, using technology from PairGain, Tut Systems, and Westell. MCI just wanted everyone including Paul Reiser to know it's ready when you are.

So don't get in too much of a dither over this current round of modem wars. Just duck and cover and may the force be with you. ■

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There's good reason to believe that this may well be the LAST HURRAH for analog modems. Analog-based 56Kbps connections may be the end of the road, as xDSL technologies and cable modems start to make more of an impact within the ISP community.

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Applied Computer Systems *http://www.apcom.com* We specialize in new and used Sun and Sun-compatible workstations, servers, and parts. [Exp. #163.]

Automatic PC Diagnostics Software *http://www.tufftest.com* New TuffTEST downloadable PC diagnostic software products. TuffTEST your PC today. [Exp. #165.]

CompuAll, Inc. *http://www.compuall.com* Providing computer hardware, software, and services for Southern California. [Exp. #165.]

CompuShare, Etc. *http://www.wp.com/cshare* Multimedia accessories and upgrade parts at wholesale prices. [Exp. #165.]

Computer Music Lab *http://www.computermusiclab.com* Innovative new computer music software startup company seeking business and technical partners. [Exp. #165.]

Creation Engine *http://www.creationengine.com* Academic discounts for schools, faculty, and students on multimedia, 3-D, graphics, and Web development tools. [Exp. #164.]

Dads Computers *http://www.members.aol.com/g2bitln/index.html* Custom build, repair, and upgrade computers. Offering Internet research and tech support. [Exp. #164.]

Hansen Computer Works *http://www.hcw@hcw.com/hcw* Computer problems? Over sixteen years experience in computer troubleshooting, diagnosis, repair, and maintenance. [Exp. #165.]

HiTek Solutions, Computer Education Centers *http://www.hiteksolution.com/hiteksolution/* Novell and Microsoft certification training providers. (714)474-8270. [Exp. #164.]

Magic CD Preview *http://member.aol.com/shusting* CD-ROM of clip art images for those in the field of magic. [Exp. #165.]

MicroLAN Technologies, Inc. *http://www.microtantech.com* Personalized training and certification in Microsoft MCSE and Novell CNE. Customized network design, installation services, and support. [Exp. #163.]

PC Guardian *http://www.pcguardian.com/* Are you worried about computer theft? Check out PC Guardian for a complete line of computer security products. [Exp. #165.]

RubberFlex Software *http://www.rubberflex.com* Announcing the release of AnimaFlex, a Netscape plug-in for playing amazing high-quality Web animations of warping and morphing images. [Exp. #165.]

Software Outlet *http://www.softwareoutlet.com* A mail order company specializing in low-cost software. Call 1-800-230-SOFT for a free catalog. [Exp. #164.]

SSEYO *http://www.sseyo.com* The Internet music company and creators of KoanMusic. [Exp. #163.]

SupportNet *http://support-net.com* A technical support Web site. [Exp. #165.]

Tower Hill Development *http://www.towerhill.com* Control information overload. Download Knowledge Cision for free to help you manage your data. [Exp. #163.]

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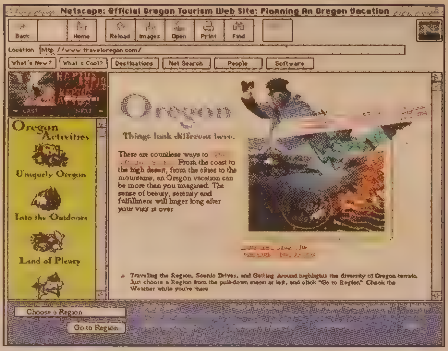

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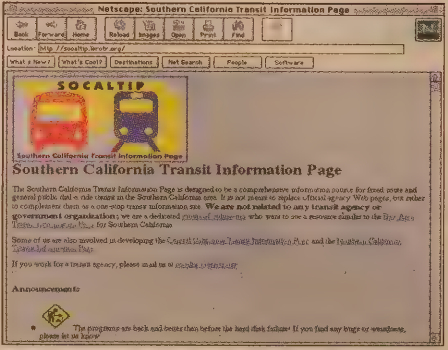
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Anden Mall *http://www.anden.com* Internet shopping and advertising service at low cost. Free online lessons: learn to speak Chinese. [Exp. #164.]

C4U.com *http://www.c4u.com* A leading Web presence provider: secure server, access to CGI-BIN, and more. [Exp. #163.]

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CreaTech *http://www.crea-tech.com* Exceptional yet reasonable Web page design, implementation, and maintenance. [Exp. #163.]

Cyber USA *http://www.cypro.net* Providing unlimited Internet access to area codes 213, 310, and 818 for only $14.99/month with no set-up fees. [Exp. #164.]

Dragnet Internet Service Provider *http://www.areacodemalls.com/dragnet1.htm* We offer complete, unlimited hours at $16.95 a month. First month is free. [Exp. #163.]

Dragon's Aerie *http://www.gleep.com* $15/month unlimited Internet service for the East Bay. Fifteen day free trial, no start-up fee. [Exp. #164.]

Equilio Web Design *http://www.equilio.com* [Exp. #163.]

HKNet Co. Ltd. *http://www.hknet.com/* Hong Kong's leading ISP for business and professional communications applications, including for traveling Internet users. [Exp. #163.]

ilovetheweb *http://www.ilovetheweb.com* A new Web guide that's like Yahoo, but different too. [Exp. #163.]

Integrated Site Designes *http://www.hooked.net/~tanabode* Free professional Web page design, $2 image scanning, Java and JavaScript coding, animated graphic designs. [Exp. #163.]

Interactive Solutions LLC *http://www.interactive-solutions.net* Highly certified network, Internet/Intranet design and implementation International company with HQ in SF. [Exp. #165.]

Ironlight Digital *http://www.ironlight.com* [Exp. #164.]

Javertising: Multimedia Advertising For The Web *http://www.javertising.com* Providers of Java-based multimedia advertising and presentation solutions for Web advertisers and sites. [Exp. #165.]

Joe's CyberPost *http://www.joes.com/* Publish your own free 'instant home page' in minutes. [Exp. #163.]

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KTB Internet Online *http://www.ktb.net/* Affordable Internet services, Web site, Web page design. Server co-locations and dial-up services. [Exp. #164.]

Mastery, Inc. *http://www.masteryinc.com* Low cost Web pages with Internet Access. [Exp. #164.]

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The Virtual Hub *http://annex.com/virtual* A free Web-based online service. [Exp. #165.]

Virtual Servers *http://www.adgrafix.com/info/lghee* Come find out why your organization needs a Web site. [Exp. #163.]

VIVOMEDIA *http://www.vivo-media.com* Portland, OR-based digital design and development group. [Exp. #165.]

Web Design Resource Center *http://www.bha3.com/wdrc* Affordable Web design and hosting. [Exp. #163.]

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Dr. John's MedWorld *http://www.doctorjohn.com* Free medical and health advice from real doctors. Chat with the doctors via streaming text Web technology, visit our hospital, medical library, or leave a message on the Doctor page. [Exp. #165.]

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Mobolazer *http://www.mobolazer.com/* Makers of low-cost lasers. Lots of photos, jargon guide, and technical data. [Exp. #164.]

MRT micro, Inc. *http://www.mrtmicro.com* Portable video imaging, intelligent security camera, Webcams, traffic cameras, and more. [Exp. #165.]

On-Line Distribution Inc. *http://home.istar.ca/onlindis* Safety products for your pets and travel gadgets. [Exp. #164.]

Pecan Valley Nut Company *http://www.pecans.com* This online catalog features gourmet foods and gifts and offers gift baskets, sampler boxes of flavored pecans, bulk pecans, pecan desserts, and even a few secret recipes. [Exp. #164.]

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Columns by Industry Professionals

"Tools" by Edward Tywoniak
"The Fine Print" by Alan Korn, Attorney at Law
"Your Band, Your Business" by David Rawson, CPA
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Web Page Listings *continued...*

PetExpress *http://www.PetExpress.com* Online pet supplies for all types of pets. [Exp. #163.]

The Probe *http://www.theprobe.com/* Internet Marketing Shopping Mall. [Exp. #163.]

Promotional Press *http://web.wavenet.com/~jmonter* For all your printings from A to Z. [Exp. #163.]

Raging Headcheese *http://www.ragingheadcheese.com/* Makers of novelty, personalized stress-relief dolls you abuse. Cheaper than therapy. [Exp. #164.]

Rummaging Through Northern California *http://www.sonic.net/~rtnc* Promoting resale, surplus, and salvage in the San Francisco Bay Area. [Exp. #164.]

San Francisco Online Classifieds *http://www. sfad-net.com* Classified listings for SF Bay Area. All categories from auto to computers to furniture to housing, and more. [Exp. #165.]

Shotokan Karate Of America, Garden Grove, CA. *http://www.inwinc.com/2003/garden.htm* Events, National Dojo directory, class schedule. Info about the history of Shotokan Karate of America. [Exp. #163.]

Sunshine International Penpals *http://sunshine-girls.com/* Asian women desire romance, marriage. World's largest correspondence service since 1984. Free photobrochure. [Exp. #165.]

SuperMarkets Online *http://www.supermarkets.com* A cooperative site for supermarkets and packaged good manufacturers bringing coupons, recipes, and more. [Exp. #164.]

Surf The Web On Your TV *http://www.futurenet-pctv.com* Descriptions of new consumer products, as well as business opportunities for distributors of our new products. [Exp. #163.]

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TAO Discount *http://www.taodisc.com/* New! Detergent-free ionic laundry cleaning balls. Magnet acupuncture ear clips available. [Exp. #164.]

United Visions *http://www.allover.com/~uvisions* A place to get a message and graphic design done. Win a free message. [Exp. #165.]

Wheelchairs & Scooters *http://www.bbenterprises.com* Wheelchairs and Scooters service, repair, and sales. 24-hour service, free pick-up and delivery. [Exp. #164.]

FINANCIAL/ REAL ESTATE SERVICES

American Real Estate Area Search *http://www.areasearch.com/* Area Search promotes real estate Web sites by allowing them to register in each and every city and county they service. [Exp. #164.]

Auto/BrokerNet *http://www.autobroker.net* Buy or sell classic, exotic, race vehicles and real estate worldwide. Free unlimited access, FTP, and Internet email. [Exp. #164.]

Bay Area New Realty Solutions *http://www.newrealty.com* Searchable listings with photos; each with calculated monthly payments & qualifying incomes for different downpayments. [Exp. #165.]

Corrado Investment Services, LLC *http://www.cisllc.com* Manages institutional and individual futures and options accounts, and provides experienced, personal, futures brokerage services. [Exp. #165.]

CyberEstate Mall *http://www.cyberestate.com/* A new way to buy and sell a home. Free property listings. [Exp. #163.]

FundAlarm *http://www.fundalarm.com* Is your mutual fund a loser? FundAlarm helps mutual fund investors make the sell decision. [Exp. #163.]

Mortgage-Net *http://www.mortgage-net.com* Mortgage shopping made easy. Features a mortgage tutorial and over one hundred lenders to shop from. [Exp. #165.]

World Class Mortgage *http://www.netcom.com/~dspaul/loans.html* A division of World Savings, specializing in home loans. Free pre-approvals, online loan processing. [Exp. #163.]

LEGAL SERVICES

Expert4Law *http://www.expert4law.org* Online listing service for expert witnesses and consultants, litigation support, lawyer-to-lawyer networking, and alternative dispute resolution providers. [Exp. #164.]

Go Public On The Net *http://www.scor-net.com/home page/blatte.htm* Position your company to raise capital. S.F. law firm. [Exp. #163.]

Ivan Hoffman, B.A., J.D. Attorney *http://home.earthlink.net/~ivanlove* Copyrights, contracts, Internet law, electronic rights, Internet Law Simplified, and other useful resources. [Exp. #164.]

James Ellis Arden, Attorney At Law *http://www.sidebar.com/ardenLaw* Help for clients with lawyer problems, and lawyers with client problems. Advice, representation, litigation, appeals. [Exp. #165.]

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Law Offices of John R Kahn *http://members.tripod.com/~jkahn/index.html* Attorney handling Computer, Bankruptcy, and Real Estate law, and transactional matters in San Jose, CA. [Exp. #164.]

LawAid *http://www.lawaid.com* Created to solve the problem of finding law-related services in a simple and easy-to-use database. [Exp. #165.]

LawSeeker.com *http://www.lawseeker.com* Lawyers from South San Francisco with a history of public interest work, who seek to democratize hard-to-obtain legal information in California. [Exp. #164.]

Paralegal *http://members.aol.com/jlxent/paralegal.gif* Paralegals qualified in assisting individuals and businesses with divorce, small claims, and civil matters, in the San Gabriel/San Berdo Valley. [Exp. #164.]

EMPLOYMENT/ EDUCATION

AppleOne Employment Services *http://www.appleone.com* Submit resumes, search job openings: clerical, electronics, sales, engineering. Wage and salary survey. [Exp. #164.]

Computer College Silicon Valley *http://www.ccsv.com* Internet and HTML training specialists. [Exp. #164.]

Extension Services, CSU Long Beach *http://uces.csulb.edu/scitech* Offers an extensive array of computer and networking training. [Exp. #164.]

Go Jobs *http://www.gojobs.com* The Guide to Online Jobs. Free job board, free resume posting. Primarily So. Cal. links to over 400 other job sites. [Exp. #165.]

GoCOLLEGE *http://www.gocollege.com/* College oriented, Internet search engine for matching students with schools. [Exp. #164.]

JobSmart: N. Cal. Job Search Guide *http://jobsmart.org* Local job banks, newspapers, job hotlines, job fairs, salary info, and more from Bay Area Public Libraries and KPIX. [Exp. #164.]

Mr. Buddy: Children's Entertainer *http://www.whirlnet.com/buddy* Mr. Buddy focuses on developing a creative imagination and sense of discovery that encourages children to learn about computers. [Exp. #164.]

PC Pros *http://www.pcprosla.com* Los Angeles-based employment agency. [Exp. #165.]

S. Banks & Co. *http://www.totalmarketing.com/* Wholesale distributor of hard-to-find educational and instructional videos and CD-ROMs. [Exp. #164.]

Starting Point To Jobs Online *http://www.gojobs.com/sp.htm* Looking for a new job has become a lot easier thanks to the Internet and Web sites like The Starting Point to Jobs Online. [Exp. #165.]

ORGANIZATIONS

Air Commando Association *http://www.earthlink.net/~aircommando1/* Organization promotes comradeship among wartime Air Force commandos. Information for aviation buffs and military historians. [Exp. #164.]

The Ballona Wetlands *http://eco.bio.lmu.edu/www.ballona/ballona.htm* A grassroots environmental organization dedicated to the preservation and restoration of the Ballona Wetlands. [Exp. #163.]

Bay Area Knife Collectors Association *http://www.cgcweb.com/bakca/* An association for persons interested in collecting knives, either factory or custom made. Meets in Fremont, CA; third Thurs. [Exp. #165.]

CARES *http://www.geocities.com/~cares* Cult Awareness Resources provides information and resources to campus community about cult activity. [Exp. #163.]

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Contact Center Network *http://www.contact.org/* A New York-based nonprofit organization that maintains the most comprehensive directory of nonprofit resources on the Internet. [Exp. #163.]

Goodwill Industries Of Orange County *http://www.ocgoodwill.org* Goodwill Computer Works sells pre-owned hardware and software at value prices. [Exp. #165.]

H.U.G.O. *http://www.storm.ca/~hugo* Helpful (PC) User Group of Ottawa. [Exp. #165.]

Immunet *http://www.immunet.org* A leading source of information about AIDS on the Web. [Exp. #163.]

Intercultural Dating Club *http://www.starcreations.com/idc* IDC for singles interested in interracial/intercultural dating. Singles parties, rotation dinners, and matchmaking. [Exp. #164.]

Internet SIG *http://users.deltanet.com/users/dwatson* Free, Internet-oriented, software, programming, user group info. [Exp. #164.]

Mother Church Of Mind Basic *http://home.earthlink.net/~yanomami/Index.html* The first Environmental Church on the Internet. Become an Environmental Apostle. [Exp. #164.]

Mt. Pisagh Missionary Baptist Church *http://members.tripod.com/~Lavel/index-5html* [Exp. #165.]

National Center For Employee Ownership *http://www.nceo.org/* Information about employee stock ownership plans (ESOPs) and other forms of employee ownership. [Exp. #163.]

The National Housing & Rehabilitation Association (NH&RA) *http://www.hous ngonline.com* NH&RA is he leading organization roviding personal, professional, and educational rowth opportunities for eople interested in the ffordable multifamily ousing field. [Exp. #164.]

range County NetWare sers Group *http://www.omputerquest.com/cns/ocnet/* Web site that lists meeting topics, dates, and membership info. [Exp. #164.]

Oregon Tourism Commission *http://www.traveloregon.com* Whether looking for something new to do on the weekends within Oregon, or researching for an upcoming vacation, this Web site has the answers. [Exp. #165.]

Peninsula Computer Club *http://www.serius.com/~jlo/pcc5.htm* Peninsula Computer Club for IBM-Compatibles. [Exp. #165.]

Programming SIG *http://scoug.com/terry/progsig.htmlOS/2* Free, OS/2-oriented, programming, source code, software, user group info. [Exp. #164.]

Santa Clarita Valley's PC Group *http://www.smartlink.net/~scvpcg* The Santa Clarita Valley's PC Group dedicated to PC literacy. Come join us. [Exp. #165.]

SCOUG *http://www.scoug.com* OS/2 User Group: free, OS/2-oriented, software, programming, and user group info. [Exp. #164.]

Share International *http://www.shareintl.org* Cutting-edge information on miracles, spirituality, sharing, brotherhood, justice, peace, and more. [Exp. #165.]

Southern California Transit Information Page *http://socaltip.lerctr.org* Schedules for public transit agencies in Southern California along with links to transit-oriented sites. [Exp. #165.]

UUASC–UNIX Users Association Of Southern California *http://www.uuasc.org* [Exp. #165.]

Voices Of The Wintercount *http://www.wintercount.org* This site is dedicated to sharing the thoughts, ideas, and words of traditional Native American people. These are the original, unedited comments by real people, taking a stand for their way of life. [Exp. #165.]

PUBLICATIONS

Anvil *http://www.anvil-media.com* Newsletter covering the latest and greatest Internet-related news, issues, and trends. [Exp. #164.]

Global Production Network *http://www.gpn.net* An international directory of film and video production resources. [Exp. #165.]

Microwave News *http://www.microwavenews.com* A report on non-ionizing radiation. [Exp. #165.]

The Noble Internet Directory *http://www.experts.com* Read the latest report that explores the role that government has with regard to the regulation of medical practice. [Exp. #165.]

OPAMP Technical Books *http://www.opampbooks.com* Computers, engineering, business, trades, 20,000+ titles listed, 5% discount. [Exp. #165.]

Violin Virtuosos *http://www.e-n-v-i-s-i-o-n.com/violins/book.htm* Excerpts from this new book, *Violin Virtuosos: From Paganini to the 21st Century*. [Exp. #164.]

ODDS & ENDS

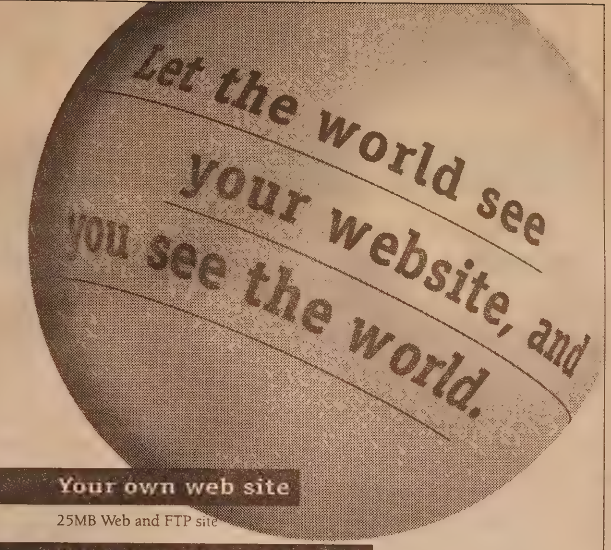
Eclipse Press: Advanced Awareness *http://www.jps.net/postage* Books, programs, and commentary on politics, spirituality, and enlightment leading towards the mutation of Homo sapiens. [Exp. #165.]

Folks Online *http://www.folksonline.com/* An online home for people to learn how to use the Internet as a practical tool and resource as well as connect with other like-minded folks. [Exp. #164.]

Labor and the Holocaust *http://remember.org:80/educate/labor.html* An introduction to the Jewish Labor Committee. [Exp. #163.]

Media Access Consultancy *http://members.tripod.com/~dcohler/* Free info on writing news releases, public service announcements, handling news media interviews, and crisis management. [Exp. #163.]

The Merger *http://asterix.geog.uni-heidelberg.de/TheMerger/* Tries to describe the several features of the MacOS and NeXT's OpenStep. [Exp. #164.]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SOUND CARDS

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Sound Blaster 16	$75
Sound Blaster 32	$105

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101 Enhanced Keyboard	$15
Keytronic 104 Key	30
Maxiswitch 101 Key	30

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TEAC/Mitsumi 1.2MB	$45
TEAC/Mitsumi 1.44MB 3.5"	30

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28,800 Fax/Modem Ext V.34	95
US Robotics 33,600 Sportster Int	110
US Robotics 33,600 Fax Modem w/Voice	120
US Robotics 33,600 Sportster Ext	140

MONITORS

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15" NI 1280x1024 .28	275
Viewsonic 15EX	335
Sony 15" 1280x1024 .25	385
Sony 17" 1280x1024 .25	680
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- Enhanced IDE w/16550 I/O
- Tower or Desktop Case w/Power Supply
- 104 Enhanced Keyboard

586 Pentium®

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- Heat Sink & CPU Fan
- 0MB Expandable to 128MB on Board
- Intel Triton Chipset w/256K Pipeline Cache
- 1.44MB Floppy Drive
- Enhanced IDE w/16550 I/O
- Tower or Desktop Case w/Power Supply
- 104 Enhanced Keyboard

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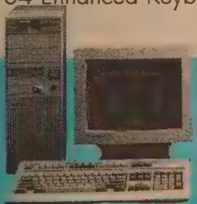
- 104 Enhanced Keyboard



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INTERFACE CARDS

Mono Graphic Card	$15
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Trident SVGA w/1MB RAM	45
VESA SVGA Card 1MB/2MB	45/60
PCI SVGA Card 1MB/2MB	45/60
Diamond Stealth 64 PCI/2MB/4MB VRAM	125/180
Diamond Stealth 64 PCI/1M/2M DRAM	60/75
Diamond Stealth 3D 2000 PCI 2MB/4MB	85/115
Diamond Stealth 3D 3000 PCI 2MB VRAM	150
Diamond Stealth 3D 3000 PCI 4MB VRAM	205
Matrox Mystique 2/4MB	135/185
AT M I/O (2S, 1P, 1G)	15
IDE Card w/cable	15
IDE I/O w/16550 UART	35
Adaptec 1522	90
Adaptec 2940 PCI SCSI	190
Bus Logic KT-946C PCI SCSI	175

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1.6GB	215
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3.8GB	340
5.1GB	465
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2.0GB SCSHI	395

MOTHERBOARDS

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586-200MHz w/Intel CPU & Fan	600
586-166MHz w/Intel CPU & Fan	385
586-150MHz w/Intel CPU & Fan	305
586-133MHz w/Intel CPU & Fan	270
586-120MHz w/Intel CPU & Fan	240
586-100MHz w/Intel CPU, CPU Fan	235

MISCELLANEOUS

230W Power Supply	$30
Logitech Mouse Man	30
Logi Trackman	65
DFI Mouse (3 Button, Microsoft Comp.)	10
Mini Vertical Case w/PS	45
Med Vertical Case w/PS	65
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Iomega Jaz SCSI 1.0GB Ext.	450
Iomega Jaz Dr. 1.0GB Cartridge	95
Iomega Zip Dr. 100MB Int.	185
Iomega Zip Dr. 100MB Ext.	185
Iomega Zip Dr. 100MB Cartridge	15
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3COM 3C905 10/100	95
Intel Ether Express 16	75
Intel Ether Express 10/100	80
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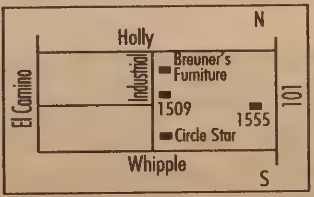

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Plastic Surgery Interactive Resource Page *http://users.aol.com/jdisaia* Free information for those contemplating cosmetic surgery and "To Answer Your Questions." [Exp. #165.]

TogaLD–Satatoga Lincoln Douglas Debate *http://member.aol.com/TogaLD* Dedicted to high school Lincoln Douglas values debate. [Exp. #164.]

PERSONAL HOME PAGES

Andromeda-93 *http://www.geocities.com/Hollywood/1800/* Hermetic, Alchemical Order of the New Aeon Q.B.L.H. [Exp. #164.]

The Break Room For Public Safety Communications Personnel *http://www.geocities.com/~gryeyes* 911 Dispatchers and regular people will find something interesting here. [Exp. #163.]

Boston Tea Party *http://www.slip.net/~boston/* Learn about legal alternatives to your SSN and spare your children a lifetime of taxes. [Exp. #163.]

Cabunny's Home Page *http://www.geocities.com/SunsetStrip/Towers/2186* If you like Smashing Pumpkins come and visit. [Exp. #165.]

Charles Belov's Home Page *http://www.geocities.com/SunsetStrip/4294* World rock reviews, Web MIDI tips, interactive audio Shockwave game, personal art, and more. [Exp. #164.]

Christina's Animal Page *http://www.whirlnet.com/animals* A resource page dedicated to assisting endangered species, as well as domestic animals. [Exp. #164.]

Computer Purchase Recommendations *http://www.hinchey.com/jeffrey/purchase.htm* Free PDF file containing my opinions and preceptions on where the IBM-clone and compatible market is headed. [Exp. #165.]

Cross Country Caffeine *http://www.emf.net/~jgm7/maya/ccc/* Cafe and coffee/tea retailer reviews from all over the country. [Exp. #163.]

Dennis Ah Yek Home Page *http://members.aol.com/ahyek/dennis.html* Polynesian recording artist in Hawaii. [Exp. #165.]

Escape From Cypress High School *http://www.sure.net/~kopstein/CHSnet* Ever wanted revenge on your high school teachers? Now you can with this free game. [Exp. #163.]

The Far East Dragon *http://www.geocities.com/tokyo/7800* News, entertainment, everything about Vietnam, software, schools, and more. [Exp. #164.]

GPF Avoidance *http://home.earthlink.net/~tequilayum* Commentary, hyperlinks, Carl Sagan tribute, plus more. [Exp. #165.]

Homepage For Hacking, Phreaking, And More *http://www.angelfire.com/ca/romeo007/index.html* Hacking, phreaking, vb source code, making links, etc. Currently under total reconstruction. [Exp. #164.]

Interkid Networks *http://www.iknet.com* Real TV, chat, places for kids to meet. Web design for $15/hr. [Exp. #165.]

Lee's Home Page *http://www.geocities.com/SiliconValley/Pines/8849* An eclectic site with a surf theme. Links to surfing, weather, software, HTML authoring, law and other interesting sites. [Exp. #164.]

Lobster Attack *http://members.aol.com/mymovie* 3-D animations of giant lobsters, VRML virtual worlds, QTVR panoramas, and more. [Exp. #164.]

Mis-Magic's House *http://www/primenet.com/~jeffing/* When the lights dim and the air grows cold, you're in Mis-Magic's House. [Exp. #164.]

The Movie Titles Company *http://www.kudzunet.com/perri/index.htm* Title designer of Star Wars, Taxi Driver, and more. Discusses work. [Exp. #164.]

Mr. Wonderful's Lair *http://www.cris.com/~Barcenas/index.shtml* Internet, echomail, games, shareware, adult, matchmaker. [Exp. #165.]

My Home Page *http://wwwleland.stanford.edu/~troutman* [Exp. #165.]

Refrigerium Early Christian WebSite *http://www.hooked.net/~bless/refrigerium/index.html* An entry point for Early Christian (<500 c.e.) resources on the Internet. [Exp. #165.]

Sexy, Sober, And Evil *http://home.earthlink.net/~kittyfeet/* Download music, read rants, email, chat on IRC, view artwork, and enjoy our twisted little world. [Exp. #164.]

The Sin Of Sectarianism *http://globalpac.com/* For Christians disappointed with organized religion. "How to Gather an Assembly." [Exp. #164.]

Suhaila *http://www.suhaila.com* Acclaimed international belly dancer Suhaila's home page. [Exp. #164.]

Ted Alvy Cosmos Topper Home Page *http://pages.prodigy.com/FNJD74A* Mallard, Captain Beefheart, Little Feat, Neon Park, Firesign Theatre, and more. [Exp. #164.]

Thogek Tutors Methematics *http://www.alumni.caltech.edu/thogek/tutor.html* High school math, algebra, geometry, trig, whatever. Two years experience. I come to you. [Exp. #164.]

TRIZ *http://w3.advn.com/~semyon/triz0000.htm* The systematic methodology for creative innovation engineering design–TRIZ (from Russian acronym) now in USA. [Exp. #165.]

Tutor's Web Site *http://www.anglefire.com/la/easy123* Web site for a tutor in the Orange County/Long Beach area. Various subjects and levels. [Exp. #163.]

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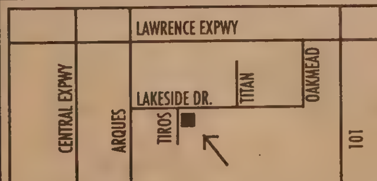

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- 16MB RAM 60ns 72pin EDO
- 1.44 MB Floppy Drive
- EIDE w/2S/1P(16550)
- 1.7GB EIDE HD
- PCI SVGA 1MB
- 8 Speed CD-ROM & Speaker
- Mitsumi 104-key Keyboard
- US Robotics (x2) 56K Sportster
- Medium Tower Case w/230w P.S.
- Microsoft Windows 95
- 3 Button Mouse

$1029

Upgrade

- To P120 .... $15
- TO P133/P166 .... $45/$210
- TO Pentium 200 .... $410
- TO Pentium Pro 150 .... $260

Dual Pentium Pro

- Asus Dual PentiumPro Main Board
- One Intel Pentium Pro 150 CPU
- 5 PCI / 3 ISA Slots
- 32MB 72 Pin RAM 60ns
- 1.44 MB Floppy Drive
- 2S 1P IO(16550)
- 8x CD ROM
- 2.1 GB EIDE HD
- Diamond Stealth 64 PCI w/1MB
- Mitsumi 104-key Keyboard
- MS Window NT 4.0 WorkStation
- Full Tower Case
- 250-Watt Power Supply
- Microsoft Mouse

$1499

Upgrade

- TO Dual P150 .... $255
- TO Pentium Pro 200 W/ one CPU/ Dual Pro 200 .... $450/$1149

MULTIMEDIA

- Asus MainBoard P55T2P4 w/512k
- Intel P100 CPU w/fan
- Intel 430HX Triton II Chipset
- 16 MB RAM 60ns 72pin EDO
- 1.44 MB Floppy Drive
- Sound Blaster 16 Sound Card
- 1.7 GB IDE HD
- MPEG PCI SVGA Video W/ 2MB
- 8 Speed CD ROM
- Mitsumi 104-key Keyboard
- Mini Tower Case & 230 Watt PS
- Microsoft Windows 95
- Logitech Mouseman II W/ Pad
- Yamaha M7 Speakers

$899

Upgrade

- To P133 .... $45
- TO P166/200 .... $210/$425
- TO MMX 166 .... $310
- TO MMX 200 .... $575

MULTIMEDIA

ALTEC LANSING Speakers	
ACS-51	$62
ACS-20	$83
ACS45 3 Speakers W/ Sub Woofer	$79
ACS52/ACS53	$82/$125
ACS300/ACS500	$199/$299
CREATIVE LABS	
SoundBlaster 16 Vibra PnP	$59
SoundBlaster 32 PnP (OEM)	$87
SoundBlaster 32 IDE Plug & Play	$135
SoundBlaster AWE 64	***$185***
SoundBlaster AWE 64 Gold	$229
WaveBlaster II	$134
VideoBlaster SE-100	$234
ShareVision PC3000 W/ Camera	$659
3D Blaster PCI 64Bit 4MB EDO	$199
SBW500 SoundBlaster Sub-Woofer	$89
DIAMOND	
12x Multimedia Upgrade Kit W/ 9 CD Titles	$399
SPECOM	
SuiteVision Video Conferencing System	$159
LABTEC	
LCS 800	$32
LCS 3010 20Watt Speakers	$70
LCS 2412 20Watt W/ Sub Woofer	$93
SIGMA DESIGNS	
Reel Magic Ultra	$289
Reel Magic Maxima 1280x1024 2MB ISA	$249
TURTLE BEACH	
Monte Carlo 16 Bit Sound Card	$94
32-Voice Sound Card W/ Wavetable	$99
Audio Advantage PCMCIA SoundCard	$135
Tropez+ 16Bit Sound Card 32-Voice	$229
TBS-8800 8-Speed Multimedia Upgrade Kit	$239
Multisound Fiji 20bit w/o Digital IO	$285
Pinnacle MultiSound w/ Digital IO	$459
YAMAHA Speakers	
YST-M7	$39
YST-M15	$69
YST-MSW10	$115
SYSTEM 45	$189
WAVEFORCE Sound Card	$179
OEM Speakers	
224 / 120 / 80 W	$149/$69/$35
10 / *100W*	$15/*$25*

CD-ROM

DIAMOND	
8x IDE, 1200Kb/s	$99
12x Multimedia Kit	$395
MITSUMI	
FX810T 8x IDE 1200kb/s Int	$99
12X IDE Int 1500kbs/sec Int	$117
NEC	
8x EIDE 140ms, 1200KB	$95
CDR-222 8X SCSI-2	$185
MultiSpin 4xC, 4x 7CD Changer Ext. w/ kit	$349
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10X EIDE 1.5MB/sec	$109
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PX-83CS 8X, 110ms, 1200Kb/s, 256K	$290
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12xPlex Int./Ext. 512K Buffer	$344/$439
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CD-58E 8X IDE	$99
12x 160ms 1800kbs IDE	$119
CD-56S 6X SCSI	$139
TOSHIBA	
XM-5702B 115ms 1800KB, 12x IDE	$119
XM-5701B-S 12x 115ms, 1800KB, SCSI-2	$167
3801B 16X SCSI-2	$219

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PHILIPS	
Power Drive (4X read, 2X write)Int/Ext	$479/609
PANASONIC	
CDD2000/12 2x Write 4x read, Int w/kit	$589
CDD2010/20 2x write 4x read, Ext w/kit	$699
CDD2600/12 2x Write 6x Read Int W/kit	$699
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RCD 5040PC Int. w/kit 2x Read/4xWrite	$675
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CDE-100 4X Read/4X Write Ext drive only	$540
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Adaptec CD-Creator For WIN95/NT/Win 3.x	$169
Adaptec CD-Creator For Macintosh	$175
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AHA-2940U PCI Ultra SCSI	$181
AHA-2940UW PCI Ultra Wide SCSI-3	$202
AHA-3940 PCI Multi-Channel	$299
AHA-2944W PCI Wide SCSI Differential	$375
AHA3940-UW Multichannel PCI to Ultra Wide	$469
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APA1460 Slim PCMCIA SCSI	$159
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APA-348 Parallel To SCSI	$89
ASUS	
AS200 PCI SCSI-2	$69
AS7870 PCI SCSI-2 w/Creative Lab Sound	$205
AS2940UW PCI Ultra Wide With Sound	$199
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KT-930 PCI SCSI-2 w/Win 95 Driver	$139
KT-545C ISA Fast SCSI-2 w. Kit 10MB/s	$179
KT-946C PCI Fast SCSI-2 w. Kit 10MB/s	$174
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EIDE Max ISA No I/O	$25
EIDE ISA Pro (With EIDE & IO)	$44
DC-2300 Plus Enhance IDE w. 16550	$44
DC-4030 VLB EIDE	$75
DC-4030+ VLB EIDE w/ Disk Caching	$129
DC-5030 PCI EIDE	$129

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CASIO	
QV-10A Digital Camera 480x240	$395
QV-100 Digital 640x480 4MB	$599
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PhotoPC Color Digital Camera	$389
PhotoPC 500	$469
KODAK	
DC 20	$259
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DCS 420 Digital Camera 36-Bit Color	$9,229
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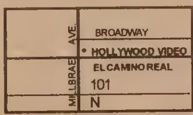

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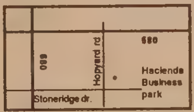

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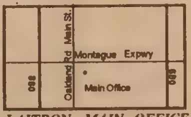

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WIN95 STATION

- MicroStar PCI w/ PowerSaving
- Intel Triton VX Chipset
- Intel Pentium 100 CPU w/fan
- AMI BIOS w/512K Cache
- 16 MB RAM 60ns 72pin EDO
- 1.44 MB Floppy Drive
- 32 BIT EIDE w/2S/1P/1G(16550)
- 1.7GB EIDE HD
- PCI w/1MB SVGA
- 8X CD ROM
- 104-Key Keyboard
- Mini Tower Case
- 230-Watt Power Supply
- Microsoft Windows 95
- Mouse With Pad

$779

Upgrade

•TO P120	$15
•TO P133/P166	$45/$210
•TO Pentium Pro 150	$265

Pentium Pro

- Intel Venus Mother Board
- Intel Pentium PRO 150MHZ CPU
- 256K Cache on CPU
- 32MB RAM 60ns 72pin
- 1.44 MB Floppy Drive
- 2.0GB EIDE HD
- Matrox Mystique 2MB SGRAM
- US Robotics 33.6i Fax/Modem
- 8 Speed CDROM
- SoundBlaster 32 Sound Card
- Yamaha YST-M7 Speakers
- Microsoft Natural Keyboard
- ATX Medium Tower Case
- Microsoft Windows '95
- Microsoft Mouse

$1549

Upgrade

•To Pentium Pro 180	$325
•To Pentium Pro 200	$475

CAD STATION

- ASUS Triton II 430HX MainBoard
- 512k Pipe Line Burst Cache
- Intel Pentium 100 MHz CPU w/fan
- 32MB EDO RAM 60ns
- 1.44 MB Floppy Drive
- 32 Bit PCI IDE With HI Speed IO
- 2.5GB EIDE HD
- Diamond Stealth Video-VRAM 2MB
- 104-Key Keyboard
- 8 speed CD ROM
- Medium Tower Case w/230w P.S.
- Logitech Mouseman II
- Windows 95 CD

$1049

Upgrade

•To P120	$15
•TO P133/P166	$45/$210
•TO Pentium 200	$410
•TO Pentium Pro 150	$260

WIN-NT STATION

- MicroStar Triton VX w/ 512K PB
- Intel Pentium 100 CPU w/ Fan
- 16MB EDO RAM 60ns 72pin
- 1.44 MB Floppy Drive
- 32 BIT EIDE w/2S/1P/1G(16550)
- 1.7GB EIDE HD
- PCI w/1MB Video Card
- 8X CD ROM
- Mitsumi 104-Key Keyboard
- Mini Tower Case & 230Watt PS
- Microsoft NT 4.0 Workstation
- 16 Bit Ethernet Combo Card
- 3-Button Mouse

$829

Upgrade

•TO Pentium 120/133	$15/$45
•TO Pentium 150	$75
•TO Pentium 166	$210
•TO Pentium 200	$410

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Winboost 1MB/2MB DRAM PCI	$55/$62
Video Xpression 2MB DRAM PCI	$70
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Winturbo 64 2MB/4MB VRAM PCI	$139/$225
3D Xpression PCI 2MB/4MB SDRAM	$139/$165
3D Xpression+ PC2TV 4MB/	$169
DIAMOND	
Speedstar PCI 1MB/2MB	$39/$44
Stealth Video 2500 1MB/2MB PCI	$49/$49
Stealth 64 1MB/2MB PCI	$49/$59
Stealth 3D 2000 2MB/4MB DRAM PCI	$82/$99
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Millenium 2/4/6MB Upgrade	$74/$179/$189
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9FX-Motion 531 1MB/2MB PCI(Retail)	$149/$189
9FX-Motion 771 2MB/4MB PCI(Retail)	$239/$349
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GXe 64 Pro 1600 2MB PCI	$509
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Imagine 128 8MB PCI	$729
SPIDER	
Lynx 64 1MB PCI	$59
Tarantula 64 2MB/4MB VRAM PCI	$182/$290
Tarantula 64 MK II 4MB VRAM PCI	$299
JATON	
Trident 9000A 512K ISA	$29
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Trident 9440 1MB PCI	$29
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TX-1664 1280x1024 15" .25ag PnP	$345
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14" 1024x768 .28dp Non-Int	$223
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UX-4921 21" 1600X1200 .22DP	$2079
UX-6821 21" 1600X1200 .22DP	$2195
IIYAMA iiyama	
MF-8515G 15" 1280 X 1024 .28 DP (2-Year)	***$335***
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Vienna 15	$279
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T2-17TS 17" .25dp	$905
TX-C7S 17" .25ag	$999
TX-D7S .25ag 20"	$1699
FX-E7 .28dp 21"	$1699
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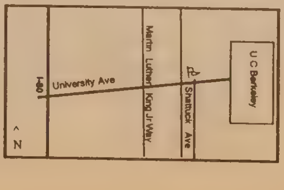

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447X 17" 1600 x 1280 .25 NINT.	$849
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445Xi 21" 1600 x 1280 .22 TCO	$1749
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GM-1764 17" 1280X1024 .26DP	***$529***
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Ultra 17 plus 17" 1600x1280 .28 DP	$629
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3C16670 Link Builder FMS II 12 Port HUB	$524
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3C16901 Linkswitch 1000 12 Port	$2449
3C16900 Linkswitch 1000 24 Port	$2775
3C16640 Linkswitch 1200 6 Port FDDI	$3999
3C22000 Linkswitch 2200 16 Port FDDI	$5329
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ISDN Pipleline 25 w.NT1 & Compression	$789
ISDN Pipleline 50single /w.NT1	$719/859
ISDN Pipleline 50 w.UBRI/SBRI	$1129/980
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ArcServe for Win NT Single Server	$475
ArcServe for Win NT Enterprise	$795
Fax Server NML 5/10/25 user	$249/319/439
Inoculan for Win 95	$45
Inoculan for Win NT Workstation Client	$45
CISCO	
CPA-2514A Router	$2190
Lan to Lan Personal Office ISDN-BRI	$485
Lan to Lan Remote Office ISDN Single BRI	$1249
HEWLETT PACKARD	
Advanced Stack 12 / 24 port HUB	$569/$939
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15.75 Diagonal View, Plug & Play. 1600x1200 @69Hz (1024x768 @ 100Hz) .26dp MPRII Low Radiation. 3 Year Parts & Labor Warranty.

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PC World #1Best Buy (Jan 97)

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PERFORMANCE

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MF-8221 VisionMaster 21

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Mac World Editors' Choice Award Jan '97.
Cadalyst Highly Recommended Feb '96.

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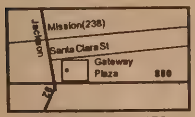

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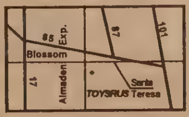

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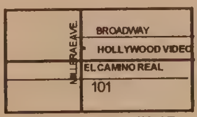

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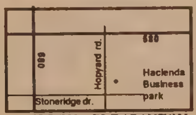

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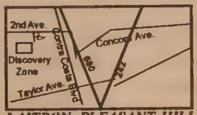

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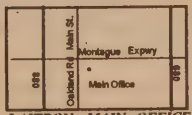

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Product Spotlight

Updates

Books That Work has released **3D Deck 3.0**, the latest version of their deck design software. $50. Books That Work, 2595 E. Bayshore Rd., Palo Alto, CA 94303. (415)326-4280, or URL: *http://www.btw.com* .

Coda Music Technology, Inc., has upgraded **Finale v3.7**. $79.95. Coda Music Technology, 6210 Bury Dr., Eden Prairie, MN 55346. 1-800-843-2066 or URL: *http://www.codamusic.com* .

IBM's antivirus software, **IBM AntiVirus v2.5.2**, now protects Microsoft Office 97. $49. IBM, Long Meadow Rd., Sterling Forest, NY 10979. 1-800-742-2493, or URL: *http://www.av.ibm.com* .

ImageNet, Inc., has unveiled **CANE v2**. ImageNet Inc., 12950 Saratoga Ave., Ste. D, Saratoga, CA 95070. (408)863-7260, *info@imagenet.co.il* , or URL: *http://www.imagenet-cane.com* .

Jukebox Information Systems has shipped its **JIS Encore! CD Duplicating Systems**. Prices start at $1,999. Jukebox Information Systems, 31119 San Benito St., Hayward, CA 94544. (510)441-8125, or *ArnieLapinig@jbis.com* .

Lundeen & Associates has released **Web Crossing 2.0**, the upgrade to their Web conferencing software. $995. Lundeen & Associates, 909 Marina Village Pkwy., Ste. 595, Alameda, CA 94501. (510)521-5855, *sales@lundeen.com* , or URL: *http://webx.lundeen.com* .

Parsons Technology has released **Announcements 5.0**. Parsons Technology, One Parsons Dr., P.O. Box 100, Hiawatha, IA 52233-0100. (319)395-9626, or URL: *http://www.parsonstech.com* .

Play Music, Inc., has released three instructional music CD-ROMs: **Play Guitar**, **Play Rock Guitar**, and **Play Blues Guitar**. Play Music, 11320 Chandler Blvd., Ste. G, North Hollywood, CA 91601. 1-800-887-PLAY, or URL: *http://www.playmusic.com* .

ScenicSoft, Inc., has made available a new version of its imposition software **Preps 3.0**. ScenicSoft, Inc., 11400 Airport Rd., Everett, WA 98204-3745. (206)355-6655, *preps@scenicsoft.com* , or URL: *http://www.scenicsoft.com* .

Spalding Software, Inc., has announced an upgrade to **DataImport**. $79. Spalding Software, Inc., 154 Technology Pkwy., Ste. 250, Norcross, GA 30092-2911. (770)449-0052, *mail@spaldingsoft.com* , or URL: *http://www.spaldingsoft.com* .

TeleMagic, Inc., has launched **Enterprise 3.0 for Windows**. TeleMagic, Inc., 17950 Preston Rd., Ste. 800, Dallas, TX 75252. 1-800-835-6244, or URL: *http://www.telemagic.com* .

The Learning Company, Inc., has introduced **Travel Talk**, a line of instructive CD-ROM language products . $54–$60. The Learning Company, Inc., 6493 Kaiser Dr., Fremont, CA 94555. 1-800-227-5609 or URL: *http://www.learningco.com* .

Product Reviews

Book Reviews

Designing for the Web: Getting Started in a New Medium

By: Jennifer Niederst with Edie Freeman
Published By: O'Reilly and Associates
List Price: $24.95
Review By: Pamela Mason

To say that *Designing for the Web* is just another book on Web design is like saying an expresso is just a cup of coffee. It is a condensed, succinct little book, filled with practical advice. I picked up this book and in five minutes found the solutions to several problems I had recently encountered, one of which involved avoiding halos around transparent graphics, the other had to do with the GIF89a file format. I was constantly pleased and surprised as I read more.

Designing
for the
Web
Basics for a New Medium
Jennifer Niederst
with Edie Freeman

Primarily targeted to the graphic designer shifting mediums from the graphic/print world to the Internet, it is reminiscent of a cheat sheet—albeit, a crisply designed cheat sheet. It is filled with handy tips and techniques and has plenty of white space for readability. Full-color illustrations explain often complex concepts clearly. This book is a gem. It will save you time. It will save you money.

Designing for the Web should be considered mandatory reading and may just become the definitive primer for Web page designers. (O'Reilly and

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Maxi Switch 104 Keyboard PS/2
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Logitech 3-Button PS/2 Mouse
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Fujitsu 104 Enhanced Keyboard
Premium Mid Tower Case w/PS
Logitech Sensa serial mouse
Yamaha YST-M7 Stereo Speakers
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Keytronic 104 Enhanced Keyboard
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Logitech 3-button PS/2 mouse
Microsoft® Windows NT Workstation 4.0

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3M Travan TR-4 4Gig for T4000	$39
SONY QW3010XLF 850MB	$15
Juster SP-868 Stereo speakers	$29
Juster Subwoofer	$72
Yamaha YST-M7 Speakers	$45
Yamaha YST-M15 Speakers	$85
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Ball bearing 586 CPU heatsink & fan	$12
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NEC 8X IDE	$90
NEC 4X/8X SCSI-2 Caddyless	$85/199
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Teac 8X IDE	$99
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Toshiba XM-3601 6x SCSI-2 256k	$165
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adaptec AHA-2940uw ultraWide SCSI w/kit	$209
adaptec AHA-3940/3940w	$call
FirePort 40 (by DIAMOND) ultraWide SCSI (retail)	$179
SC-200 (Symbios) fastSCSI [for ASUS mb only]	$68

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ATI 3-D Expression PCI 4MB EDO SRAM +PC2TV	$155
ATI Winturbo PCI w/2MB VRAM MPEG	$165
Hercules Terminator 128PCI 2MB MDRAM	$139
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Encyclopedia of Graphics File Formats, 2nd Edition

By: James D. Murray and William VanRyper
Published By: O'Reilly & Associates
List Price: $79.95
Reviewed By: Pamela Mason

Can graphic files can be infected with viruses? How do you convert between graphic file types? When should you use encryption, and what about run-length encoding? What are the political and legal issues involving trademarks, patents and copyrights regarding the use of file formats, such as GIF and the UNISYS LZW patent? For answers to these and many other questions read the second edition of the *Encyclopedia of Graphics File Formats.*

The first part of the book is a file format primer and serves as a lesson plan for learning all of the ins and outs of file formats—from the pros and cons of bitmap files, to vector vs. bitmap files, to why the most difficult conversions are converting bitmap and metafiles to the vector format. It allows you to learn about the detailed structure (headers, etc.) within a file and addresses issues of file size and memory limitations as well as palettes, color information, overlays, and transparency. There is even a section on how to write good quality technical documentation for a file format. The second part of the book breaks out over 100 file formats individually giving in-depth information on each.

The second edition's CD-ROM includes the entire book, various conversion utilities, updated vendor file specifications as well as the ability to link automatically to the O'Reilly GFF Web Center where you can get the most up-to-date information on many file formats.

This book is an essential resource for graphics programmers, applications programmers who need to become graphics programmers, graphic illustrators, Web masters, and anyone who needs to read, write and convert graphic files. Every type of user can find the appropriate level of information that they need here. (O'Reilly & Associates, 103 Morris St., Ste. A, Sebastopol, CA 95472. 1-800-998-9938, URL: *http://www.ora.com*)

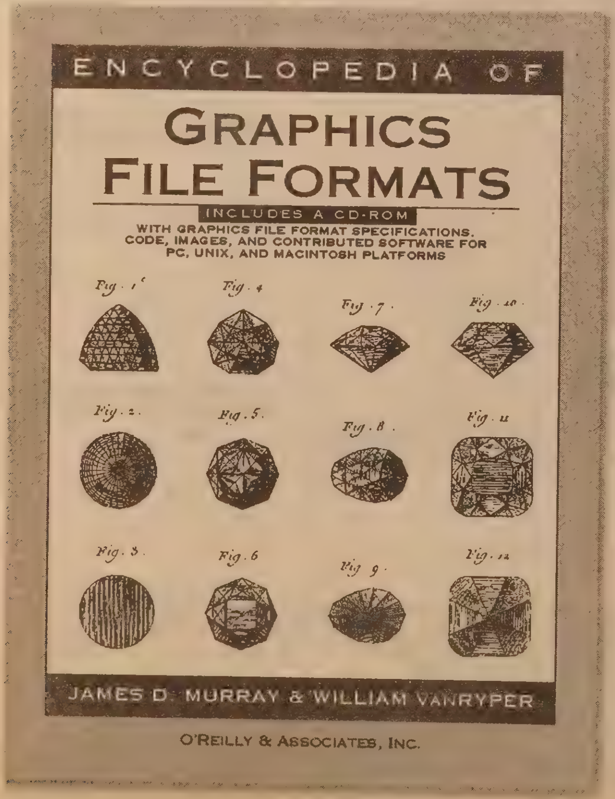
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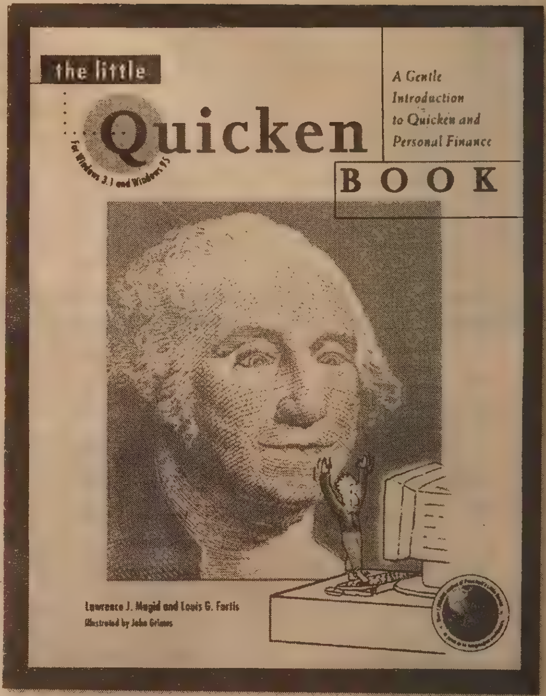
Fig. 12
JAMES D. MURRAY & WILLIAM VANRYPER
O'REILLY & ASSOCIATES, INC.

The Little Quicken Book

By: Lawrence J. Magid and Louis G. Fortis
Published By: Peachpit Press
List Price: $18.95
Review By: David A. Simon, CPA

Quicken is by far the most popular personal accounting package on the market. Unfortunately, many users never learn about its range of capabilities or customize it to their individual needs. *The Little Quicken Book* is primarily intended for new Quicken users, and serves as a reference for more experienced users as well.


the little
Quicken
BOOK
A Gentle Introduction to Quicken and Personal Finance
For Windows 3.1 and Windows 95
Lawrence J. Magid and Louis G. Fortis
Illustrated by John Grimes

The book provides straightforward explanations on how to use the program in light of the user's individual needs and preferences. For tracking credit card purchases, for example, the book advises, "The first question you have to ask yourself is whether you want to bother tracking your credit card purchases." The following eleven pages then explain the use of Quicken's credit card register, program capabilities, and various options one might consider for tracking credit card transactions. The discussion is particularly helpful in selecting procedures and program options, and evaluating whether or not to subscribe to additional cost services such as online banking.

For investors, the book covers both internal program capabilities as well as a discussion of various online subscription services that Quicken utilizes to track stocks and mutual funds and analyze investments.

Although entitled *The Little Quicken Book*, it is 400 pages (not so little) and covers the range of program capabilities, including less commonly used features. A full chapter, for example, is devoted to the financial calendar and how to schedule transactions. For that reason, *The Little Quicken Book* also serves as a reference book for more experienced users.

The outstanding feature of this book is easy to follow, step-by-step narrative explanations

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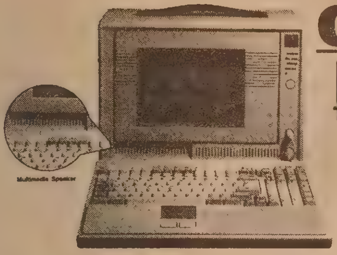

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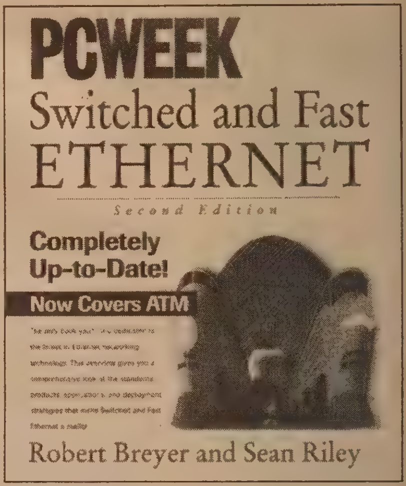
Product Reviews *continued...*

that are extensively illustrated with screen views. (Peachpit Press, 2414 Sixth St., Berkeley, CA 94710. 1-800-283-9444, URL: *http://www. peachpit.com*)

PC Week Switched and Fast Ethernet

Published By: ZD Press
List Price: $39.99
Reviewed By: Matthew Leeds



PCWEEK
Switched and Fast
ETHERNET
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Completely Up-to-Date!
Now Covers ATM
Robert Breyer and Sean Riley

If you are working in networking, you are almost certainly working in Ethernet. Sooner or later, you'll bump up against Amdahl's Law which states that a 1 MIPS computer needs 1 Mbps of bandwidth. Current PowerMacs and Pentium PCs are bumping into the 50 MIPS range. In other words, no matter how fast your network seems now, as the computers on it get faster, they will consume more bandwidth, and eventually you'll need a faster network.

To plan for implementing the two leading strategies for speeding up an Ethernet (switching and fast Ethernet) system you need a good grasp of how Ethernet works, what switching and/or fast Ethernet have to offer, and which might be the right choice for your network.

Switched and Fast Ethernet presents an orderly introduction into the inner working of Ethernet, with some historical perspective on its origins. Clear and cogent discussions on topology and wiring, network diameter, management, and trouble-shooting are provided to enlighten the uninitiated, and guide the more experienced. Some discussion of the role of ATM in a local area network is also presented, although given the rapid evolution of this area of networking the material is already somewhat incomplete.

This book is an excellent choice as a guide for a technical manager who wishes to learn more about Ethernet, as a handbook for planning a network upgrade to enhance performance, or as a textbook on the design and deployment of Ethernet networks. (ZD Press, 5903 Christie Ave., Emeryville, CA 94608. 510/601-2000)

GIF Animation Studio

By: Richard Koman
Published By: O'Reilly and Associates
For: Book/CD-ROM for Mac or Windows 95 (Primarily Mac)
Review By: Pamela Mason

The GIF format is proving to be one of the graphic standards of Web page development. It doesn't require plug-ins or an authoring system to create. You don't have to wait for an entire animation to download before you see something, and it delivers one hit to a server, as opposed to server-push animation, where images are sent one at a time. Even though you have no sound and no interactivity with the GIF format there are many features that still make it a remarkably effective choice for many applications.

GIF animation closely resembles cel animation where moving characters are filmed over backgrounds. The GIF file contains a series of frames overlaid on one another. In a simple animation, with each frame a com-

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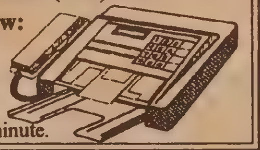

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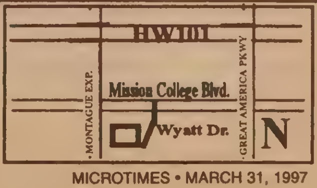

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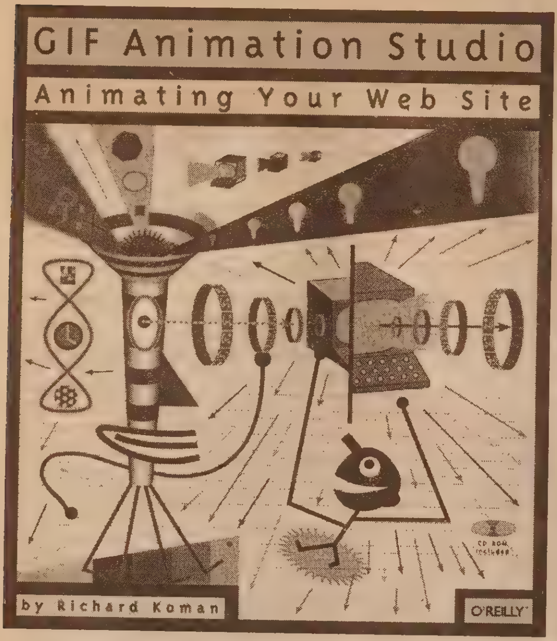
Product Reviews *continued...*



plete scene and increasingly complex, the first frame provides the background and the rest provide the changing image. GIF's are 8-bit with a maximum 256 color palette and use both global and local palettes. *GIF Animation Studio* discusses how to create optimal palettes and also explains how the different options used in creating GIF animations affect display in the different browsers such as Netscape or Microsoft Explorer.

The CD-ROM contains freeware and shareware utilites, such as GIFBuilder, some limited commercial demos, such as Kai's Power Tools and Photoshop, and all of the animation examples contained in the book. The book is in full-color and serves as a tutorial/feature overview for creating GIF animations with the various utilities and commercial software products contained on the CD-ROM. It explains step-by-step how the work of some top designers were created, such as one (by one of my favorite illustrators), Henrik Dreischer, called Hare Krishna Cyclotron, and a clever little blinking alien by Audrey Witters of Metatools.

GIF Animation, the first in a Web Review Studio Series from O'Reilly affiliate Songline Studios, offers the consistency of quality expected from O'Reilly with the added layer of understanding that it is ultimately the art, design and creativity that make the technology worthwhile. (O'Reilly and Associates. 1-800-998-9938. URL: *http://www.ora.com*)

HTML Web Magic

By: Ardith Ibanez and Natalie Zee
Published By: Hayden Books
List Price: $39.99
Review By: Matthew Leeds

HTML
WEB
Magic

Books about the Web are a dime a dozen these days, and finding one worthwhile is sometimes more effort than it's worth. With regards to HTML authoring, I've found the most useful are the cookbook type with examples of specific techniques, displayed as both source and result. *HTML Web Magic* is exactly such a book with the added bonus of a CD-ROM full of the HTML source for every effect shown in the book. The CD also includes a collection of animated GIFs and Shockwave files, and the usual set of freeware/shareware better found on the Web for the most current release.

There are great color illustrations on many of the pages, excellent formatting of the HTML source for readability, and no fluff. This is not a book for beginners as there is no tutorial on how HTML works, just tons of great techniques, well-illustrated, and ready to add to your Web page. If you're looking for ideas to make your home page stand out from the crowd, this book will aid you in authoring fresh and exciting pages. (Hayden Publishing Co. 201/393-6165. URL: *http://www.mcp.com/hayden/*)

Running Microsoft Windows NT Server 4.0

By: Charlie Russel and Sharon Crawford
Published By: Microsoft Press, One Microsoft Way, Redmond, WA 98052-6399. URL: *http://www.microsoft.com/products/mspress*
List Price: $39.95
Review By: David A. Simon, CPA

Running Microsoft Windows NT Server 4.0 provides practical guidance that is ideal for businesses looking to build a network based on NT servers.

Microsoft's Windows NT network operating system has been around for several years and through several versions. Only with the release of version 4.0, however, has it had a major impact on the corporate networking market. In the market-share battle with Novell, the NT system is steadily gaining ground, particularly with small- and medium-sized businesses.

What distinguishes this volume from other NT Server books is its practical and concise approach. Not only can the reader easily dip into it for specific information, it's also a complete guide to planning and running a successful network. The first five chapters are, in fact, all about planning. The rest of the book is step-by-step guidance on areas ranging from installation to disaster recovery to co-existence with Novell.

The authors give straightforward advice on potential pitfalls, with an emphasis on how a manager can maintain both control and a user-friendly environment. Here, you'll find the most thorny concepts in networking such as domains, TCP/IP, and shares vs. permissions discussed with admirable clarity and brevity. The language is only as technical as it needs to be, and descriptions are understandable the first time they're read.

At just over 600 pages, it's designed for everyday use, rather than as a substitute for the rather daunting five-volume *Windows NT Resource Kit* also produced by Microsoft Press. The *Resource Kit* is good for looking up technical specifications but when it comes to realistic advice and quick answers, *Running Microsoft Windows NT Server 4.0* is far more useful. (Microsoft Press, One Microsoft Way, Redmond, WA 98052-6399. URL: *http://www.microsoft.com/products/mspress*)

Printer Review

SuperScript 860 Laser Printer

Manufactured By: NEC
For: Windows 95 and Windows 3.1 or greater
List Price: $499
Review By: Woody Liswood

The new NEC SuperScript 860 laser printer is a winner. From its small footprint (about 15" x 17") and fast 8 page-per-minute printing to utilizing the new Adobe PrintGear technology for good-looking output, this printer is a great addition to any home or office.

The 860 comes with a CD-ROM containing all the necessary software and Windows drivers you will need. I set up the 860 so that its status monitor resides in a toolbar that also lets me access all of the available features, such as voice alerts

continued on page 270

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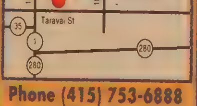

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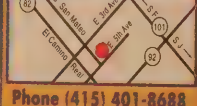

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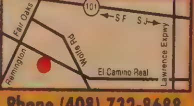

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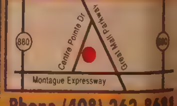

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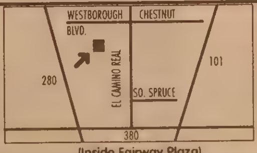

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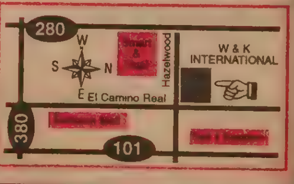

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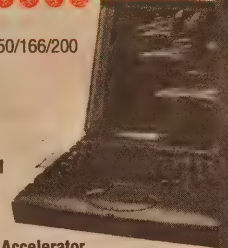

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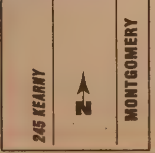

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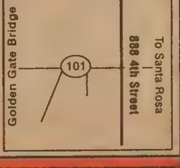


MultiMedia & BEYOND

Gulch GOSSIP

by Jonathan E.

For the latest **CD-ROM** and **software** news & reviews, see our **Product Spotlight** section starting on **page 208**

VeRGens Of The World Unite, You Have Nothing To Lose But Your Mice

Mark Bolas of **Fakespace** wowed a packed **VeRGe** meeting by attacking a mouse with a hammer, claiming that the mouse is a "barbaric interface" and that "the only good mouse is a dead mouse."

He called it a "minor tweak," but it was definitely a sight worth seeing, almost as dramatic as Kirkpatrick Sale's Luddite smashing of an entire computer. The following demo of Fakespace's immersive, interactive VR music/video system handily beat anything the Luddites have come up with recently.

All round it was, as **Linda Jacobson** proclaimed, "a special, deluxe, chrome-plated, black-stretch limousine version of a VeRGe meeting." Linda also managed to inadvertently dramatize one of the great advantages of VR over meatspace by backing a truck into a Volvo while delivering the Onyx Reality Engine used for the demo. More details of the meeting can be found at *http://www.verge.org* while Fakespace are at *http://www.fakespace.com* .

VeRGe

Why Don't I Get More Mail Like This?

HERE'S AN EMAIL MESSAGE I RECENTLY received that I like so much I'm reprinting it in its entirety:

To Jonathan E.,

I'm the president of a Web company and I just started our first Web site.

It's called: http://www.ilovetheweb.com .

It's a lot like Yahoo, but a lot different too.

It's filled with lots of practical stuff like magazines and newspapers.

If you like magazines and newspapers, you'll "love" our site.

Hope you check it out!

Best Regards,

Mike Shane

http://www.ilovetheweb.com

So simple, so direct, so trusting, so personal (well, not quite, Mike might have addressed me as "Dear Jonathan E."), even almost pithy! Not pages and pages of rubbish about how the product is going to revolutionize the industry along with spurious "quotes" from "experts." (BTW, if you're interested in how fraudulent the expert quotes are in most press releases, check out the March issue of ***Upside*** for **Paul Franson**'s expose of the shenanigans that keep the wheels of spiel greased. Or read it for free at *http://www.upside.com/texis/features/companies?UID=9703011005* along with a response from the near-ubiquitous **Tim Bajarin**, pilloried and cruelly caricatured in the original article.)

www.ILOVETHEWEB.com

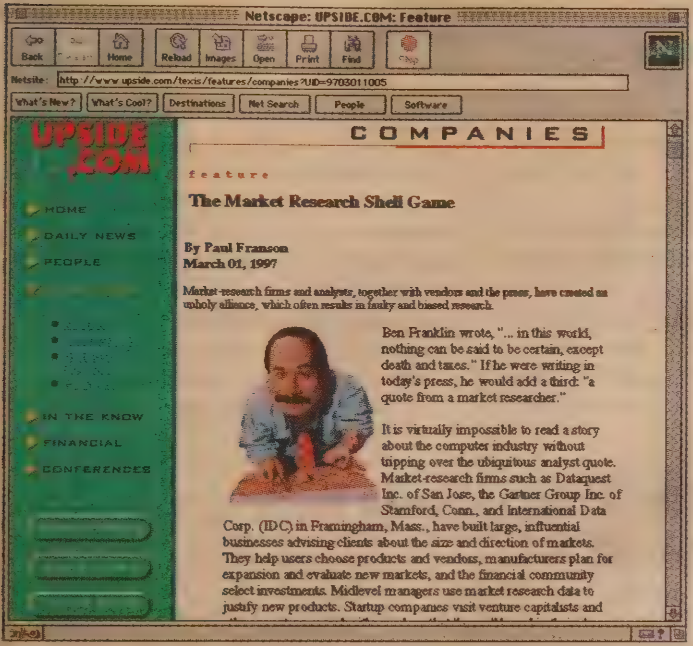
Better yet, Mike doesn't make the increasingly common PR gaffe of attaching a document to the email. Does anyone really expect journalists to go to the trouble of all those extra clicks just to read more text or see the corporate bloody logo? And don't get me started on the moronic PR clowns that can't control their email lists well enough to avoid sending multiple copies of the same release!

Unfortunately, it's all to no avail. I haven't wiggled my way over to *http://www.ilovetheweb.com* . I can't go, "Wow! What an incredible site! I love it—I love the whole Web! Thank you, Mike, for opening my eyes!"

The truth is that I'm afraid of falling in love with the Web and then wasting my entire life going from one so-so site to another. I'm already inundated with more digital attitude and information than I think healthy just from looking at the pictures in *Wired*. No, I'd rather remain in my state of warm but distant regard for the Web and leave the loving to others.

However, I bet Mike would like it, probably love it, if somebody came to his site and loved it. Perhaps a couple of you charitable readers would oblige him. Perhaps I'll oblige him some more by printing the most favorable loving response that any reader cares to email me at *jeve@well.com* . Perhaps I'll make it like a real squalid love affair by also printing the nastiest, most hate-filled response from the most unimpressed reader who can be bothered to spew his or her bile all over the lovefest! Yup, we'll make it a contest! The decisions of the judges are final, etc., etc.

Now, perhaps I know why I don't get more email like Mike's!



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The Market Research Shell Game

By Paul Franson
March 01, 1997

Market-research firms and analysts, together with vendors and the press, have created an unholy alliance, which often results in faulty and biased research.

Ben Franklin wrote, "... in this world, nothing can be said to be certain, except death and taxes." If he were writing in today's press, he would add a third: "a quote from a market researcher."

It is virtually impossible to read a story about the computer industry without tripping over the ubiquitous analyst quote. Market-research firms such as Dataquest Inc. of San Jose, the Gartner Group Inc. of Stamford, Conn., and International Data Corp. (IDC) in Framingham, Mass., have built large, influential businesses advising clients about the size and direction of markets. They help users choose products and vendors, manufacturers plan for expansion and evaluate new markets, and the financial community select investments. Midlevel managers use market research data to justify new products. Startup companies visit venture capitalists and

Tower Of Wonders

THE GULCH HAS A NEW GALLERY, **PICTURE**, AT 524 THIRD ST. THE INAUGURAL exhibition is **Tower of Wonders** by **24-7, Research And Development**, aka **Peter Haberkorn**, **Barbara Levine**, and **Paige Ramey**, a group of artists specializing in site-specific art installations and—here's the way to pay the bills—product identity development.

We're promised "a 20'-high tower of packages of Wonder Bread and an 8'-high maze of assorted cereal boxes complete with the sound of crunching krispies." If that's not multimedia I don't know what is—and just try and fit things that big in your average computer!

Levine explains in the press release, "24-7 is interested in the psychology of presentation and the idea that we live in a culture where all aspects of experience, from shopping to missing children, are routinely transformed into occasions for display." I guess that clearly answers the obvious question of "Why?" that one might ask about the installation.

Well, at least it explains a lot about multimedia and the Internet. It does, doesn't it? Oh, just go and make your own mind up. The show runs through May 25 from Mondays to Saturdays from 9 am to 5 pm. Further info can be had at (415)543-4124. Product identity development is not far enough along yet to have a Web site. I only wonder if Wonder Bread goes mouldy and whether it can still be given to the homeless at the end of the exhibition—not that I'd willingly eat it even if it was fresh.

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Wired—Going, Going, Gone For A Song!

IT SEEMS LIKE JUST BEFORE CHRISTMAS THAT A ONE-YEAR SUBSCRIPTION to ***Wired*** was a whopping $39.95. Oh, it *was* just before Christmas that year-long subs were a whopping $39.95!

In what I suppose is an attempt to prove how digital it really is and conform to Moore's Law as best it can, *Wired* has dropped its subscription price to as little as half that price. That's right—a *Wired* sub can now be had for a measly $19.95!

However, you might have to do a bit of hacking to get down to that price. The printed price in the magazine is still a fairly steep $29.95—more than I'd pay for it. However, I couldn't resist replying when I got a subscription offer at $24.95. Imagine my surprise when the next week I got another subscription offer at $19.95! But how do you think I felt when I started getting back-issue after back-issue after back issue from the past three months that I had already bought at the newsstand—no new or current ones!—along with an invoice for $24.95? And then another invoice for $24.95! No sign of my promised $19.95 rate. (Yes, I know I should just ask them for a media comp but then I wouldn't get to giggle at them like this. Besides, *Wired* lost $12 million last year and I just couldn't ask for charity from a company on its uppers.)

Eventually, after seeing yet another new issue on the newsstand that hadn't yet appeared in my mailbox, I called the 1-800-SO-WIRED number. Strangely, there was no record of the $19.95 offer and the reason for all the back issues was that my expired sub from last year was being caught up! What a dumb idea! Who came up with that one? Is *Wired* really so desperate to get rid of its back issues?

Luckily, the bloke answering the phone was smarter than management and knew what to do. He gave me the $19.95 rate immediately upon request

continued on next page

GULCH GOSSIP

"Wired..." continued from page 221

(so call and ask for yours today), changed the subscription term to twelve months of new issues, and mailed a couple of issues that I should have received but hadn't ('cos I hadn't paid my $24.95 invoice while waiting for my $19.95 invoice to materialize). Interestingly, the computer wouldn't let him do all this and we had to use one of my many aliases to outwit the dumb brute of a machine.

Now, of course, in the grand saga of *Wired*'s South Park digital revolution this is nothing more than a mote in the eye of the multimedia-event-on-paper. However, I must ask once again why one should take *Wired*'s editorial stance of the brave new, digitally enhanced, media-suffused future seriously when it can't even get the fundamentals straight in its own business. Sure, it's no doubt trying to figure out what sub rate produces the most revenue but hey!, letting the paying customers know that if they wait a month or two the subscription rate drops in half strikes me as dumb in the extreme.

Or perhaps I have it all wrong. Perhaps things will be so much better if machines run everything; it's just that the programmers and management have to get out of the decision-making process. Perhaps that way we could get some consistency in the price of subscriptions; or again perhaps not—three simultaneous prices shouldn't be too difficult for a machine to juggle.

Of course, a machine wouldn't care that some subscribers might get really pissed off that they just paid twice as much as they needed to. No doubt a machine left to its own devices would not assume that one wanted old information in the form of antique back issues. Perhaps a machine would even be able to come up with a reasonable price for an IPO instead of letting a monstrous ego attempt to dictate absurdly inflated prices twice in a row. At least the market got that one right!

However, life wouldn't be nearly so much fun without olde **Louis Rossetto** and his wacky ideas to kick around. I absolutely love the hyperventilated babble on the front of the March issue of *Wired*, mostly written by **Kevin Kelly** and **Gary Wolf** but with contributions from many in the demented gang of *Wired*, about the new buzzed-up concept, "push" media.

Push it in your face wherever you are! A cross between constant surveillance *a la* Orwell's *1984* and The Who's "meet the new boss, same as the old boss." Say farewell to what we've been hyping the past three years because it didn't float our IPO high enough. Let's see if we can get anyone to believe this new line of rubbish while we prepare our third through thirty-third IPO attempts!

All right, if you haven't been able to figure it out yet, the truth is that my new favorite magazine—at least for this month—is *Upside*. The February issue had a lovely cover of Louis along with **Jane Metcalfe** in the nude that I can throw darts at (and I just can't quite bring myself to believe the editorial claims that the picture was superimposed heads over models' bodies). Paul Keegan's accompanying story nicely bursts the reality-distortion bubble surrounding Rossetto, while barely mentioning Ms. Metcalfe, who hardly gets a quote in, sounding appalled at some of Mr. Rossetto's greater inanities. (And,

continued on page 226

Lee 'Scratch' Perry Sails Into Maritime Hall

THE MAN WHO ONCE CLAIMED "I AM THE WORD PROFESSOR, I AM THE WORD PROCESSOR, I am the green monitor" back in the days of mostly monochrome monitors, makes a pair of extremely rare public appearances at the **Maritime Hall** on Friday, April 4 and Saturday, April 5.

Lee 'Scratch' Perry is one of the music world's true legends, with a huge influence over the course of sound manipulation, from the early days of analog, tape-based dub right through to today's digital dimensions. Always wrapped up with the technology of the day, Perry even uses what sounds just like the Mac's droplet system beep on "Too Much Money," a song found on his 1990 album, *From The Secret Laboratory*, produced by that other great sound manipulator, **Adrian Sherwood**.

Perry's career, however, stretches back to the late '50s when he began working as a jack-of-all-trades for **Clement Dodd** at Jamaica's famed **Studio One**. Since then, he's been a performer in his own right, with hundreds of songs to his credit, as well as producer of many of reggae's classic albums (including some of **Bob Marley**'s earliest and best), often noted for his innovative and sometimes very strange recording techniques.

Frequently called "a madman," sometimes by himself, Perry defines what it means to tread one's own path, becoming over the past few years a sort of shamanistic channeler of raps about technology and its ramifications, while still remembering some very earthy and natural functions. Sometimes, he's trivial; sometimes he's deep. Recently, he's collaborated with yet another electro-digital, technology-obsessed sound manipulator of note, **Mad Professor**, on an uneven series of intense releases that, while not totally digital, sound as hardcore as straight digital and are absolutely contemporary in the junglefied mixing of beats with effects.

Mad Professor will also be at the Maritime shows with his **Ariwa** studio band, **The Robotics**, opening. These are the only Perry shows in the US, and are not to be missed by connoisseurs of digital sound culture.

The Maritime Hall is only a short stroll from the Gulch at 450 Harrison St., San Francisco. The info phone line is (415)974-0634, which will refer you to a ticket outlet—no BASS, no service charges! The Maritime Hall's Web site is scheduled to be up sometime during March so you might also try browsing at *http://www.maritime.com* .

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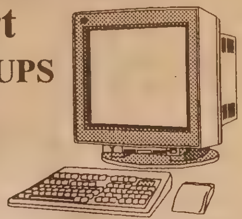

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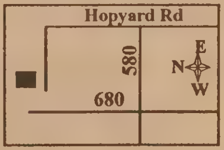

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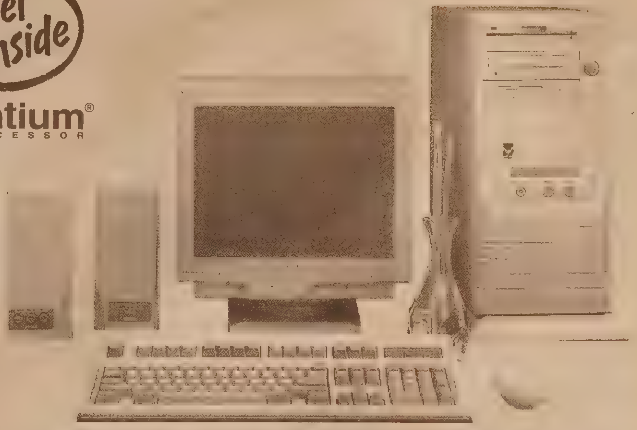

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GULCH GOSSIP *"Wired..." continued from page 222*

can you imagine some of the private conversations between those two, particularly around the time of the second IPO attempt?)

It's off the stands by now—so what? Read it off the Web at *http://www.upside.com/companies/wired.html*. *Upside* ends with a hilarious **Nickless Negropompous** column, complaining bitterly about the columnist's exclusion from **John Brockman**'s *Digerati* book while bitching about how "that snob **David Bunnell**," the publisher of *Upside*, made it in even though "he didn't go to MIT." Along the way, Negropompous ineptly/adroitly exposes his own sponsor-influenced, incestuous content. Sorry but I can't find that one on the Web site for you.

Do you think it's too late to get my $19.95 back from *Wired*? I could send it to *Upside* instead.

An Expensive Red Herring Across The Trail

It's been so long since I saw a copy of ***Red Herring*** that I thought perhaps it had gone out of business—but no, it valiantly struggles on in at least the conference business with **Web Market West** on April 7 and 8 at The ANA Hotel in San Francisco.

Surprise, surprise! The fishy one claims that most Internet businesses don't make it, but that the conference will teach you how you can. Let me give you a hint: Offer conferences on how to make it on the Internet at $1159 before March 28 or $1359 after March 28. At least it makes a subscription to *Wired* look really cheap!

So Cheap, It's Free

OK, I know that the average reader doesn't have the spare $1395 to hobnob at The ANA. No problem—**San Francisco State University Multimedia Studies Program** is having a free open house on Friday, April 4, from 6 pm to 9 pm. First and perhaps most importantly, you'll get a class discount for registering at the open house (hey, maybe you could afford the *Red Herring* event after all!), but you'll also get class demonstrations and a tour of the facilities, advice on what classes might be right for you, "the inside scoop on what's up in the multimedia industry," and a look at current student projects.

You can also meet the program's technology partners who provide the program with equipment and sometimes hire students before they've even finished their courses. **Buzz Hays** will be there, demonstrating and discussing what is apparently "his directing triumph, Interactive's '9 - The Last Resort,' called the best CD-ROM game of the year by **Bob Strauss** of *Entertainment Weekly*." The hyperbole never stops, does it? Anyway, more info from (415)904-7740 or via email at *msp@sfsu.edu* . You'll find the SFSU Downtown Center on the second floor of 425 Market St. in San Francisco. ■

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MULTIMEDIA 101

Not Quite All About EVE

Peter Gabriel—King Of All Multimedia!

"One of the least compromising figures working in rock music, always seeking to widen frontiers of sound and visuals, Gabriel's finest moment may well lie in the future."

—*The Harmony Illustrated Encyclopedia of Rock*, published all the way back in 1982.

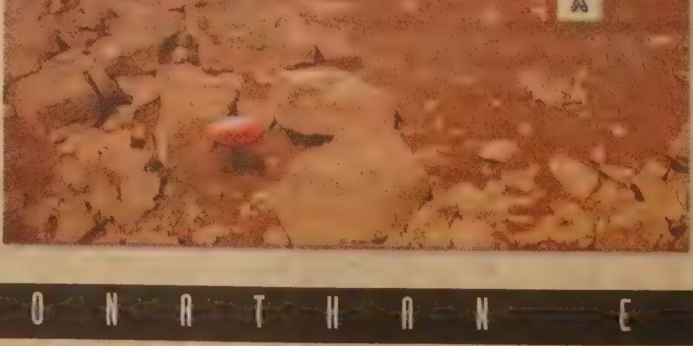
* * * * *

And so it has come to pass. *EVE*, Peter Gabriel's new CD-ROM, is a magnificent achievement, a striking and impressive development from both his own previous work and the musically-oriented CD-ROMs so far seen from others toiling in the same field. If more CD-ROMs of such quality were to appear, *EVE* could play the lead in inspiring a resurrection of the moribund CD-ROM market. Perhaps the market is not to be. Perhaps *EVE* only heralds the second coming (or is it the third or fourth?) of Gabriel. Such projects are not easily realized. Gabriel himself spent two years and reportedly $2 million on *EVE*. It was money and time well spent; if it's not his finest moment, that moment is still in the future.

And Peter Gabriel has already had a number of fine moments.

I actually met Gabriel a couple of times near the beginning of his career. It was the winter of 1970/71. Genesis had evolved into Gabriel's first professional band out of the short-lived Garden Wall, formed by Gabriel along with Tony Banks and Chris Stewart at the Charterhouse public school (that's a well-known private school to you Americans). My technical college's student entertainment committee, of which I was a member, booked Genesis for a couple of shows. We made a load of money on the first one, which was sort of unusual, and decided to set the ticket prices very low for the second one so we then lost all the money (which we couldn't keep anyway).

Even then Genesis had a reputation for theatrical shows, but what I remember is that Peter spent most of his off-stage time at one of those shows talking with and comforting an emotionally ill friend of mine, who was also undoubtedly far more than halfway out of his head on whatever psychedelics were around at the time. In my naive eyes, Gabriel was already quite a rock star—the second Genesis album, *Trespass*, had



A magic mushroom makes a lot of Peters sprout, all with baggage, some with nothing to declare.

BY JONATHAN E

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> If more CD-ROMs of such quality were to appear, *EVE* could play the lead in inspiring a resurrection of the moribund CD-ROM market.

just been released—but he was still a regular nice guy, nice enough to do what he could to help out somebody in distress.

Since then, of course, Gabriel's stardom has increased by many orders of magnitude; I only see him at a distance at crowded press conferences or packed Macworld keynotes, yet he has managed to retain that nice-guy aura. There's a feeling he projects of thoughtfulness and consideration, an unassuming humaneness despite the pressures of his elevated stature; it's a feeling that comes through even on his CD-ROMs.

Ironically, I've never cared much for his music, neither his own solo work nor the earlier stuff with Genesis. However, he has been a constant leader in expanding the boundaries of rock music with the theatrics of his '70s stage performances and his early development of song-based videos—the things that used to be called multimedia.

Beyond that, Gabriel has been immensely influential in the world music field, both by incorporating musical elements from other cultures into his own music and, more importantly I think, by working with artists from other cultures and making a space for their music to be heard in the West. He was an early supporter of WOMAD, A World of Music, Arts and Dance, an organization that began exposing music and culture from around the world with festivals and recordings in the early '80s. Not only did he contribute some of his own recordings to WOMAD releases to spice up their marketing, he also reformed Genesis for a special benefit concert to recoup disastrous losses from an early WOMAD festival. Rumor had it that Gabriel himself was committed enough to be close to personal bankruptcy through his sponsorship of the organization. One of WOMAD's early projects was a series of "Talking Books," vinyl albums (yep, it was that long ago) of music from various countries and continents, accompanied by plenteous printed material describing the instruments and background of the music; obviously another early attempt at producing a form of multimedia with educational attributes.

WOMAD survived its trials and went on to become a thriving organization that presents festivals of very diverse music around the world with events in Japan, Austria, England, Bali, New Zealand and several points in between. Recently, WOMAD launched a new line of CD releases, WOMAD Select, culled from live studio performances of artists recorded at the Real World studios. (If you checked out Peter Gabriel's first CD-ROM, *Xplora 1*, you'll remember the tour of the Real World studios with interviews with some of the people who work with Gabriel.) Prior to this, in 1989, Gabriel in association with WOMAD founded Real World Records, a label that today has grown to become almost certainly the world's leading issuer of world music with near seventy releases covering a huge range of music, both traditional and modern, both relatively unsullied by outside influence and bastardized to the extreme by technology and cultural cross-fertilization. It's quite an awe-inspiring catalog—and, amongst his other hats, Gabriel is the label's head of A&R; nothing is released without his input.

And then, of course, there was *Xplora 1*, without doubt an impressive, even if somewhat limited, early CD-ROM.

BUT WHAT ABOUT EVE?

EVE, or Evolutionary Virtual Environment, is a grand, you might even say sprawling, allegorical work about the human condition. It calls itself a game—and, in the sense that it encourages a certain amount of playfulness, that's accurate enough—but it has qualities that make it much deeper than what we usually think of as a game. It would not be going too far to say that, although it has obvious antecedents in several other CD-ROM titles, it deserves its own new genre since it crosses enough boundaries to not fit comfortably within any existing category. Leaving aside this intellectual issue, one thing is immediately obvious when you get it up on your screen—*EVE* is absolutely fabulously gorgeous to look at!

The structural outline of *EVE* is actually pretty simple. You must traverse through several worlds, each of which features the artwork of a contemporary visual artist along with a Peter Gabriel song, uncovering bits of art and samples of music, listening to experts and ordinary people talk about the theme of that particular world, or human sexual relationships in general, until you get to the end, which is hopefully Paradise but may not be.

Once you've found the pieces you need, each world contains a gallery of the artist's work and an interactive version of the song. The allegorical trail through the worlds is a slightly muddled concoction of our own human evolution from big bang in the Garden of Eden and the separation of Adam from Eve (actually she appears to leave him, unsatisfied with his sexual performance) through crawling out of the mud onto land that becomes a pleasant pastoral garden and then an industrial wasteland followed either by Ruin (you/we lose) or, with the reunion of Adam and Eve, a return to Paradise. Just the usual cosmological and historical look at where we've been, where we are, and what might be coming up.

Yes, it sounds as though the danger is that *EVE* might be unbearably trite, dealing with big themes on the smallest screen and reducing serious choices to a series of mouse clicks. And, in all honesty, given the time I had to examine *EVE* (about ten hours—none of those twenty-minute quickie demos for me), I could not swear to you that it goes beyond common sense in its philosophical ramifications. However, its aesthetic sensibilities, together with its technical abilities, make this a CD-ROM that is at least worth exploring to discover just what its and its creators' philosophical leanings are; anyway, common sense alone is a pretty valuable and not-so-common commodity in this day and age.

The world of Mud features the music of "Come Talk To Me" along with the extraordinary art of Yayoi Kusama. The pastoral Garden world is centered around "Shaking The Tree" and Helen Chadwick's rather dramatic presentations of natural objects. Cathy de Montchaux's more industrial artifacts are to be found in the world of Profit along with "In Your Eyes," while "Passion" and Nils-Udo's intricate creations await you in Paradise if you ever get there. I'm not going to describe the art except to say that it's well worth seeing both on its own terrain and in the environment that Gabriel and his team have inserted it into. There is abundant imagination at work/play here; the interactive treatments of the graphics that respond visually and audibly to mouse movement are truly signposts to the future.

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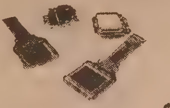

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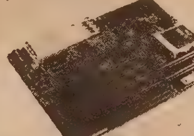

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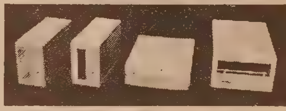

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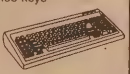

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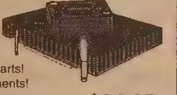

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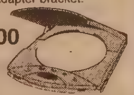

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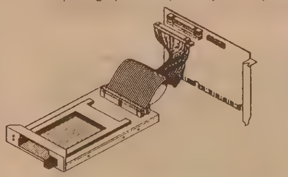

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Each world—well, actually most of the CD-ROM—is centered around one large landscape that you can pan around in through 360 degrees or tilt up and down in a fairly amazing technical fashion. From that one landscape, you pop into screens with various puzzles, and then into others, and when you've done enough you arrive back in the main landscape. What's astounding about this is the way the landscape changes first from a muddy, almost featureless plain to a bucolic place of peace and charm to a most unsettling dump of industrial detritus. It's not done in huge leaps, but in small, subtle changes, as you return again and again, a few plants grow here, a new building stands there, a mystical stone is erected (a new portal to another screen), a waterway is channeled, another new building (which is, of course, also a portal) appears on the horizon. It's a powerful effect.

BUT WHAT'S WRONG WITH EVE?

EVE is, however, still only a CD-ROM, and as such not perfect. Some of these imperfections, I'm becoming to believe, are inherently generic to media that rely on a mouse for your interaction, while many others are also related to the mouse but in particular to *EVE*. *EVE*'s overall interactive design has some innovative features—the cursor in particular, does some interesting tricks—but some elements could use further tweaking.

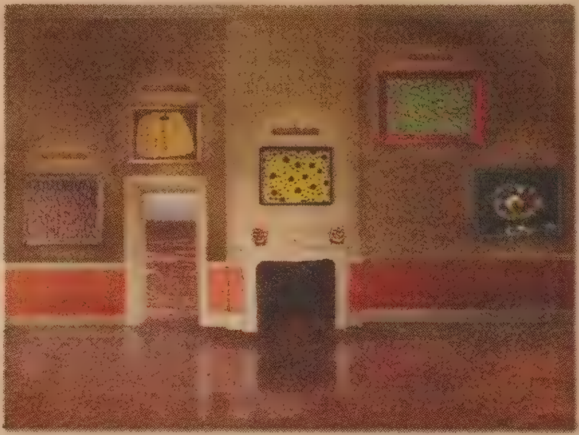
In two ways, *EVE* is all about time. On the larger scale, it's about the time that we have as a species to evolve and perhaps survive. On the smaller scale, it's going to consume a lot of your time if you get into it. From one angle, this is excellent value for money; from another, it's damn frustrating. *EVE*'s press release trumpets, "For the first time ever it can be said that technology has been eclipsed by emotional content." Leaving aside the fact that there are literally tens of thousands of books, films and musical recordings that have relied upon technology of one sort or another, yet have had profound emotional content transcending their medium, *EVE*'s problem is that much of the time you're intent on solving a puzzle that has nothing to do with the emotional content of the overall work, but is based on use of the technology.

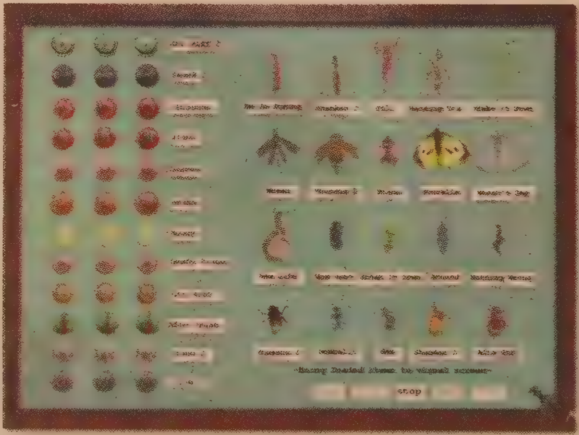
Many of these puzzles are basically trivial, relying on mousing around and blind luck or faith on whether you're clicking on the right thing. Too often the hot spots are too small to find by mousing at random, and many are also inadequately visually cued. Sometimes, you have to click and hold for a longish period of time, a couple of seconds; sometimes, you have to click-and-drag; sometimes, you just have to rollover. There's no real consistency to the required techniques for similar tasks. On one screen you have to click-and-drag garden gnomes to smash them against a rock three times, while on another you have to pick up a sledgehammer that becomes your cursor to use with simple clicks to smash garden statues. On most screens, you get two or three tries to solve the puzzle before an ominous tone tells you your time's up and you must move on to another puzzle before returning to complete your task. After a while I felt like a rat in a maze being poked and prodded and sent on my way by a sadistic team of lab scientists.

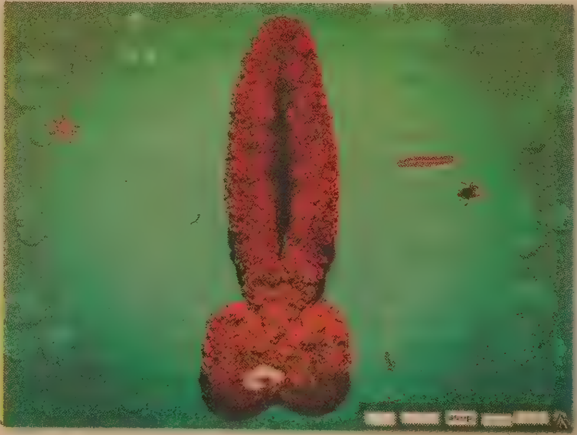
The world of *EVE* definitely operates at random, which may be a valid philosophical allegory but ultimately works against the overall message. My interest in the content began fading before I could get to it all and I began making liberal use of the hints. True, this was partially because I needed to get around the game to see enough to write a reasonably accurate account of it—but my interest was fading anyway. Fading interest is obviously a problem that can occur in any medium, but it becomes particularly acute in interactive media that relies on puzzle-solving for so much of its interactivity.

Portals between the various screens themselves and the main landscape are tricky to figure out and, in some cases, I would think close to impossible to discover. Even after using the saved completed game provided to reviewers, I found the architectural structure confusing.

EVE's thematic experts utter one phrase or soundbite per click, a technique that I find generally rather irritating. Why assume that our attention spans are so short? With due respect,







Top to bottom: The gallery of Yayoi Kusama's art is a welcome refuge from the World of Mud; Shaking The Tree, interactive stylee with the arranged art of Helen Chadwick; Shaking The Tree, interactive video stylee with the rearranged art of Helen Chadwick.

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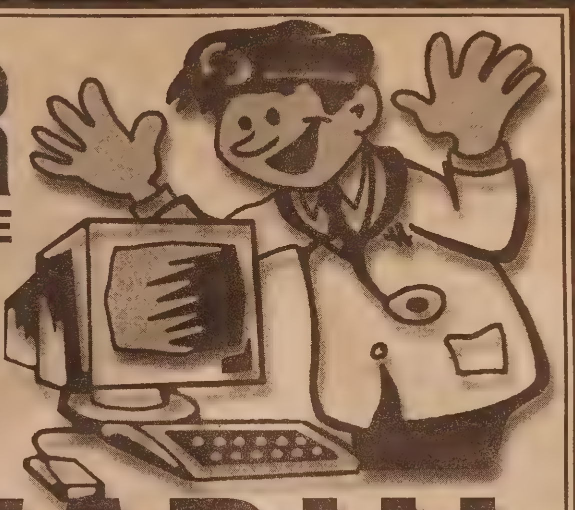

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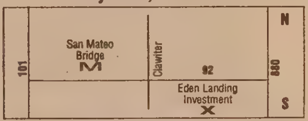

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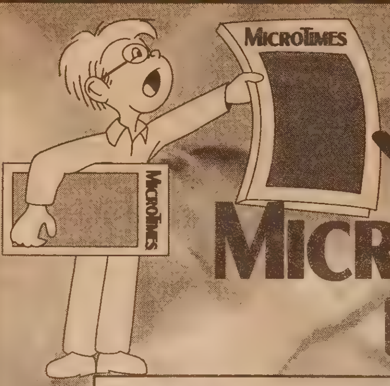

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MULTIMEDIA 101 *continued...*

> In two ways, *EVE* is all about time. On the larger scale, it's about the time that we have as a species to evolve and perhaps survive. On the smaller scale, it's going to consume a lot of your time if you get into it. From one angle, this is excellent value for money; from another, it's damn frustrating.

most of their utterances are not so profound that they require extended periods of contemplation to comprehend. In general, I am not fond of techniques that increase one's need to click for no good reason.

The IMX—Musical Toys (Interactive Musical Xperiences) look and sound great. Functionally, they contain various elements that we've already seen and heard on either Marc Canter's MediaBand, Interactive Audio's CD-ROMs, OM's *Mushroom Jazz*, or C. Todd Robbins' *Sound Toys*. I think that the ability to overdub is the only feature that isn't present in one form or another on at least one of those titles. *EVE*'s implementation and combination, however, is very good and more elaborate than on any single one of those previous titles.

The problem, however, is that although some time ago I thought *EVE*'s set of features would make a great interactive music treatment, the actual manifestation proves not to be very satisfying. Setting up loops to run and clicking on graphics to trigger other sounds just isn't enough, even with the new bell and whistle of overdubbing. Sure, it's fun for a few minutes but I can't kid myself that I'm really creating anything. The video mixing screen consistently crashed my Power Mac 6100/60 within a short period of time, although it worked fine on a Power Mac 8100. The sound quality is really excellent.

RESOURCES:

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Real World releases can be found in good record stores under the country of the artist. A full catalog can be obtained from Caroline Records, Inc., 104 West 29th St., New York, NY 10001.

Real World also publishes *Real World Notes*, a biannual news magazine that often includes a sampler CD with a multimedia track along with a special section on Peter Gabriel's activities. Subscriptions are 18 English pounds a year from Real World Notes, P.O. Box 35, Corsham, Wilshire, UK SN13 8SZ.

THE FINAL WORD

EVE just won the Milia D'Or award for originality, creativity, and overall outstanding multimedia achievement in 1996/97. It is considered to be literally the best there is, and even with my comments above, there is no CD-ROM I'd recommend in its place. If you want to see, hear, and feel the state of the art today, *EVE* is the title to check. Maybe you'll even regain Paradise. ■

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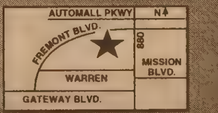

Olympus SYS.230 Memory Made Thin

Also: Shockwave Resources

BY TONY REVEAUX

Capacities of hard disks have soared while prices have plummeted, and now there's more good news: affordable rewritable optical memory.

After the first rush for back-ordered Zip and Jaz systems, the Olympus SYS.230 for Mac and for PC represents the third generation of internal and portable drives for removable optical disks. Priced at a suggested retail of $319 for internal and external versions, its 230MB capacity and its pricing fit neatly between the Zip 100MB and the Jaz 1.06GB drives.

With a style statement somewhere between a brick and a black Porsche, the smooth 8" x 6" x 2" external drive weighs less than two pounds, and can easily be slipped into a briefcase. It also comes packaged complete with a SCSI cable and a small plastic cradle base for stationing the unit vertically on the desktop.

The SYS.230 has some helpful features for demystifying your SCSI setup: the simple on/off switch for its built-in active termination; an amber LED on the back of the unit which, when lit, confirms that you are indeed connecting; the easily visible and adjustable SCSI ID address selector switch; and the SYS.Works software utility which can confirm SCSI ID assignments. SYS.Works also acts as a hard disk formatting utility, allowing you to partition your removable media and write-protect selected partitions.

SUPERFLOPPY

One 230MB magneto-optical disk looks and feels like a double-thick floppy disk, but it is equal to 175 floppies in terms of capacity. While the archival uses for such convenient and inexpensive media for databases, music, multimedia, digital video and photography and graphics files are a natural, they should not be confused with more passive backup media like magnetic tape cartridges.

The SYS.230 can read and write both 230MB and 128MB ISO standard disks, which means that they are compatible with other brands of similarly configured magneto-optical drives, though you can't play back a 230MB or 128MB disk on either a Jaz or a Zip. Unlike magnetic media which are subject to radiated corruption

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3C16901 Linkswitch 1000 12 Port	$2449
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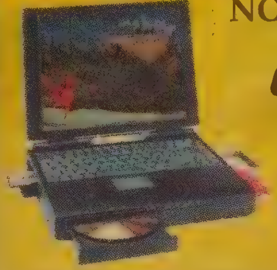

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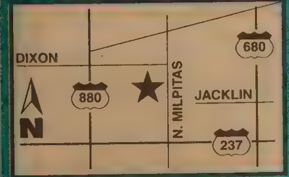

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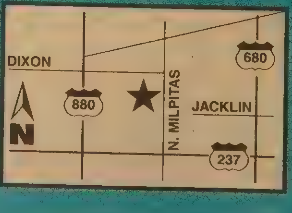

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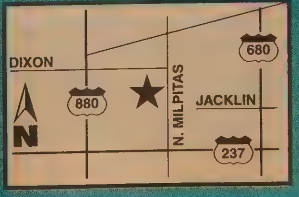

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and coating deterioration, these shock-resistant 3.5" magneto-optical disks can be rewritten a million times and will last more than thirty years. Blank 230MB disks are priced as low as $10 each, which ranks high on the megabyte-for-the-buck scale.

This system flies—a 17 millisecond seek time with up to 2.4MB/second transfer rate, which punches it up slightly faster than a Zip. The drive spins at an effective speed of 4500 RPM. It boasts a new Super Fine Positioning technology which reduces size and increases efficiency.

All this provides the speed and throughput of a hard disk. Thus, you can store different heavyweight applications such as Macromedia Director or Adobe Premiere on individual disks without sacrificing performance. The disk will still have enough room for many or all of the associated utilities, plug-ins and files.

The lightness and portability of the SYS.230 system opens up many possibilities—the ability to bring large graphics files to a service bureau, or to be prepared for a lecture or demonstration at a location which may not provide an installed magneto-optical drive. With a digital camera and laptop, you can download large quantities of images in the field, far more than the storage capacity of the camera allows.

SHOCKING NEWS

Quick—what was that spritely animation that just raced across your Web page? Congratulations, you've just been "shocked!"

Created with Macromedia Director for Macintosh or Windows, Shockwave movies are based on a multi-purpose technology that supports multiple and linked media types and formats. Like Java, it's "author once, play anywhere." Shockwave movies are born to be Web whizzers.

Shocking the Web: Macintosh Edition by Cathy Clark, Lee Swearingen and David K. Anderson (Macromedia Press, 447 pp + CD-ROM, $44.95) lives up to its promise for "...everything you need to create interactive media using Macromedia for Director" and reminds us that you need to be comfortable with Director and Lingo to ever hope to become a Shockmeister.

Each topic is introduced with its Lingo level of difficulty. The authors introduce the landscape of the Web and the steps to designing and building Shockwave movies. Outstanding is the series of case studies with sources on the CD-ROM. As so many multimedia books have CD-ROMs, now they are also including Web sites that keep you updated and uplinked.

Preview this book at *http://www.shockingtheweb.com*.

For Windows users, *Creating Shockwave Web Pages* by Perry Board, Rick Luna and Derek O'Neil (QUE, 314 pp pp + CD-ROM, $34.99) will teach you how to do all the cat-in-the-hat Director tricks for Shockwave. It also includes Shockwave for audio, Authorware and Freehand, and alternatives to Shockwave. Chapters on creating basic animations, adding interactivity and using Lingo are all clearly laid out, step-by-step and window-by-window. Instead of case studies, the authors here provide an example gallery of good illustrative elements that are accessible from the CD-ROM. The disc's contents of plug-ins, source codes and examples are integrated into the continuity of the text.

And while we're at it, let's include David A. Wall's *Netscape Plug-in Power* (IDG, 353 pp + CD-ROM, $34.99). The disc holds a library of over thirty plug-ins for 3-D animation, business, image viewers, presentations and live video. The book is Windows-oriented, but the disc is cross-platform. What Wall offers is a complete, under-the-hood examination of Netscape plug-ins, from the most popular to the obscure. For each plug-in there are all the complete specifications, how to install it, using and authoring with it to put it in your site, and plugged-in sites for that plug. There are even plug-in power ratings for each one. I'll give this book five stars. ■

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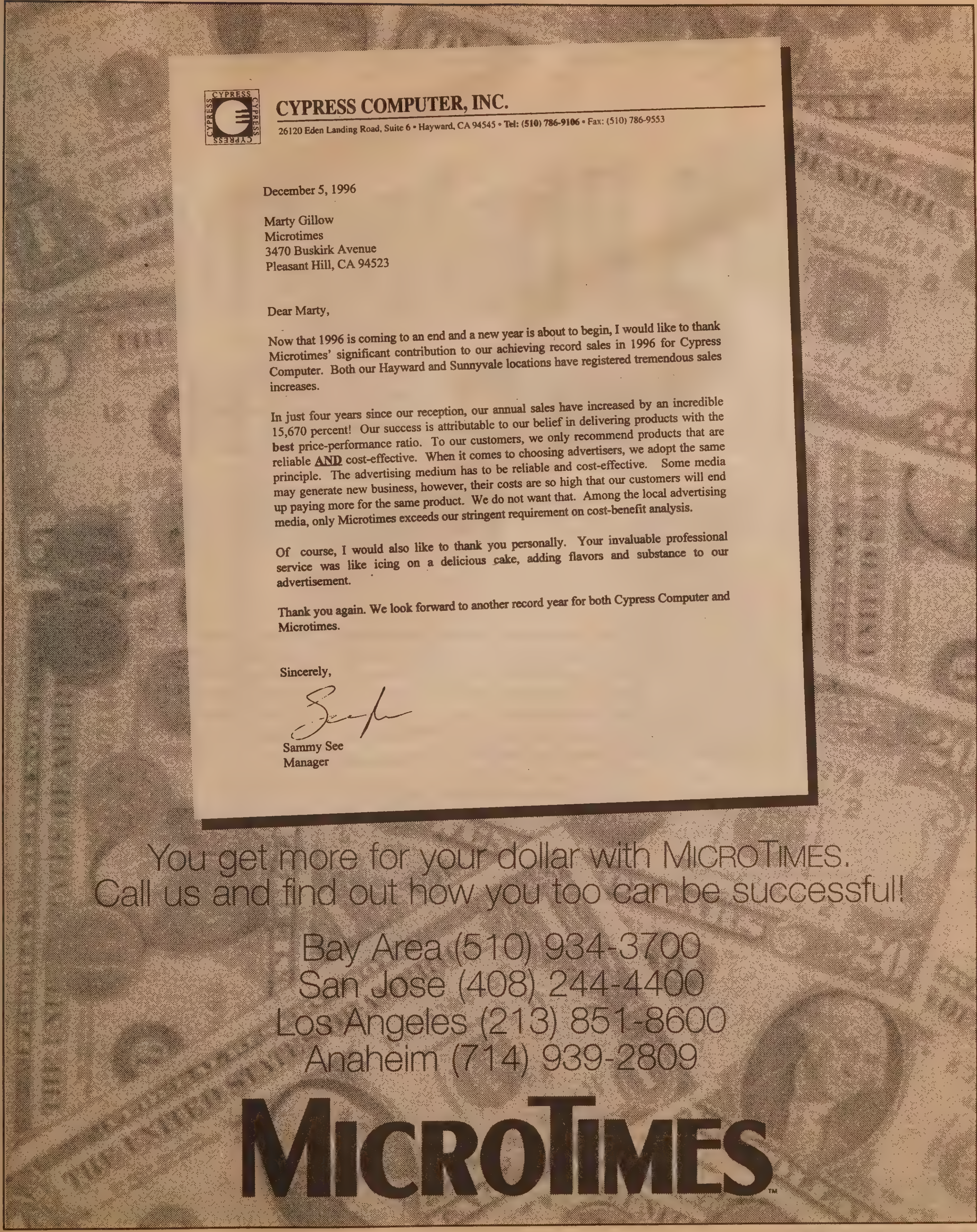

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December 5, 1996

Marty Gillow
Microtimes
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Dear Marty,

Now that 1996 is coming to an end and a new year is about to begin, I would like to thank Microtimes' significant contribution to our achieving record sales in 1996 for Cypress Computer. Both our Hayward and Sunnyvale locations have registered tremendous sales increases.

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Of course, I would also like to thank you personally. Your invaluable professional service was like icing on a delicious cake, adding flavors and substance to our advertisement.

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Digital Photography On Your Computer

The Latest Tools For Creating The Type Of Prints You Want

BY ED KAHN

In my youth, I remember spending many hours in the darkroom developing, enlarging, editing, and printing photos. As I got older and film progressed from black-and-white to color, it became increasingly frustrating working with the raw photos to achieve the results I wanted. My interest in photography declined.

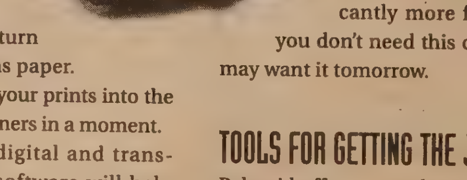
We may soon be able to create the types of prints we want with our computers. While the technology has been around for awhile, it has been too expensive for the casual hobbyist. Nowdays, the market is full of tools—both hardware and software—to entice us into digitally manipulating our photos and printing quality prints.

WHAT DO YOU NEED?

There are several things you will need for digital photography. First, you need some way of getting the photo into your computer as a digital file. There are three ways to accomplish this—digital cameras, service bureaus, and scanners. Next, you need software for organizing and "processing" your photos. Lastly, you need a photo-quality printer.

Taking photos with a digital camera is an obvious good beginning. Although digital camera are coming down in price, it has been my experience that the $500 digital camera still does not give you the quality you expect from a $10 disposable camera.

The second method for getting your images into your computer is to have your photos digitized by the lab that develops your film. They will give you a set of floppy disks along with the traditional prints. While not every film lab offers this option, it is becoming a standard option. Seattle FilmWorks, for instance, charges an extra $2.50 to return your prints on disk as well as paper.



HP DeskJet 694C

And finally, you can scan your prints into the computer. I will discuss scanners in a moment.

Once your photos are digital and transferred to your computer, software will help you organize your photos into galleries, letting you group them into collections that roughly correspond to either rolls of film or to albums. Being digital, there is nothing to stop you from organizing your photos many ways. A variety of software is available and more seems to appear all the time.

Finally, you will need a photo-quality color printer. These printers are also widely available, fairly inexpensive, and, like the software, more are being introduced. If you are in the market for an ink jet printer, you may want to choose a model that will offers photo-quality printing. You will not pay significantly more for this and, even if you don't need this capability today, you may want it tomorrow.

TOOLS FOR GETTING THE JOB DONE

Polaroid offers a novel starter kit—the Polaroid PhotoPad Bundle consisting of a Polaroid instant camera, a package of Polaroid instant film, a scanner, and software for about $250 and is available for either a PC or Mac computer. I played with the PC version, which uses Storm EasyPhoto software and PhotoPad scanner. This scanner is designed specifically for scanning in small photos—not necessarily Polaroids. I scanned various non-Polaroid snapshots I had around the house and was surprised at how good the quality looked on the screen. Even though the resolution specs are not that impressive, the end result is impressive because the software fills in between the dots to produce a high-quality scan.

The software lets you enlarge and reduce the photos, crop, rotate, increase or decrease contrast and brightness, and remove red eye and scratches from your photos. This is pretty sophisticated stuff for an inexpensive package. In addition, you can easily export a photo to another application. Putting pictures into word processing documents is a snap—open the word processing document and drag the image from the EasyPhoto software into the document.

The scanner is easy to install. Plug it into your printer port and plug the printer into the scanner plug. A power supply also connects through the scanner plug. When everything is set up the printer and scanner work flawlessly. There is no need to turn the scanner on and off. That is handled automatically by the software. The scanner is about 6" square by 3.5" tall and is designed to scan photos no larger than 5" x 7".

Storm Technologies, who made this scanner, sells a package of just the scanner and software. In general, the systems from Storm and Polariod are similar. When you instruct the software to scan, it takes about 45 seconds to warm up before telling you to push the start button. The photo is pulled through the scanner and ejected out the back. If you want to scan an image in a magazine or on a page that will not fit into the scanner, the top is removable giving you a hand held scanner.

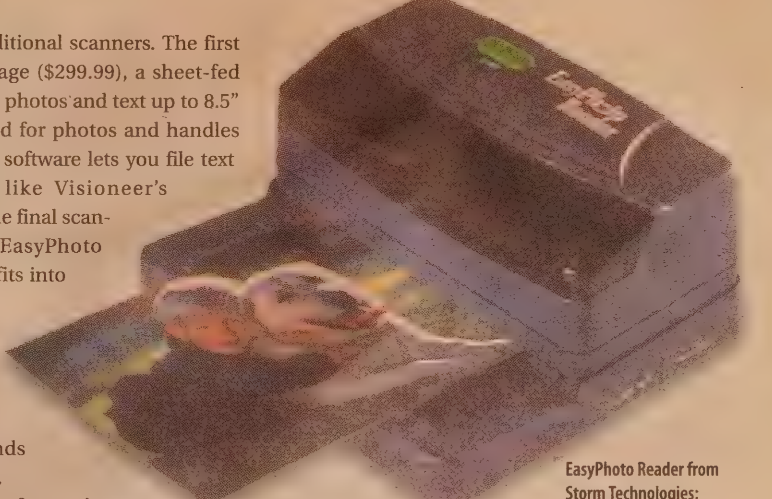
Storm has bundled a number of options in their package. For under $40 you can get a setup for making T-shirt transfers. Hanes offers a starter package that includes two sheets of transfer paper, software and a T-shirt. Additional transfer paper costs $15.95 for ten and the price drops for larger quantities.

Storm has two additional scanners. The first is EasyPhoto SmartPage ($299.99), a sheet-fed scanner that can scan photos and text up to 8.5" x 11" but is optimized for photos and handles color beautifully. The software lets you file text and photos much like Visioneer's PaperPort scanner. The final scanner by Storm is the EasyPhoto Drive ($199.99). This fits into a 5.25" bay and works like an ATM. You put in a photo up to 5" x 7" and it automatically starts the software and hands the photo back to you.

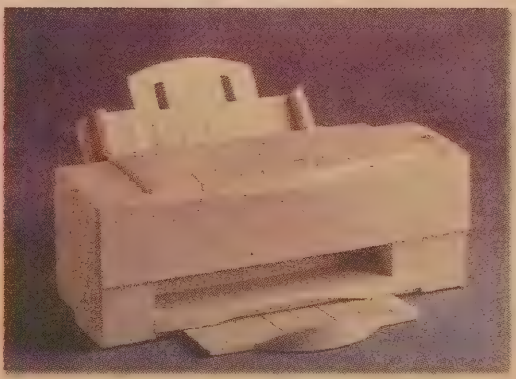
If the EasyPhoto software is not enough for your needs, you should check out the software from LivePix. This company, headed by John Scully, offers sophisticated (Mac and PC) software for manipulating images. You can, for instance, distort edges, cut out circles, hearts and ovals as well as rectangles. Importing other image file types is no problem. LivePix can translate any file type to its type.

But the real power here is its ability to put together "projects" on a canvas. Starting with a blank canvas you can drag as many as fifty different elements on to the canvas. As a simple example, I placed three photos on the canvas, overlapping them and then increased their size to fill up a sheet of standard size paper. You can make collages, contact sheets, greeting cards and literally hundreds of other designs. The software includes hundreds of images that you can use or modify. This is powerful software for under $50.

I did find some problems with the software, however. It is not possible to remove an image from the galleries once it is scanned in. You can only delete an image through Windows software. Secondly, it does not let me replace an original image after I had cropped it to size. Instead, it kept the cleaned-up copy as a "project." These are small complaints that should be addressed in subsequent releases.



EasyPhoto Reader from Storm Technologies; below: Canon BJC-620



I found LivePix to be much more powerful than the software by Storm that came with the scanner, but there were several things that the less expensive software did better than LivePix. First, it is much easier to add images into other documents with EasyPhoto software—just drag and place. Secondly, LivePix does not have a feature for removing scratches from photos. The EasyPhoto software does. I discovered that I ideally needed both systems. If you scan in photos with the included software and then import them into the LivePix software when you want to do the kinds of projects it does best, you will have the best of both packages. This is not difficult to do.

Photo images take up a great deal of hard disk space, so as you become a more serious hobbyist, I recommend high-capacity, removable systems, such as the Iomega Zip drive.

continued on page 269

First, you need some way of getting the photo into your computer as a digital file. There are three ways to accomplish this—digital cameras, service bureaus, and scanners.

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Developer Conference) and WINHec (Windows hardware engineering conference) shows. The systems were great and were very reliable. I also appreciate the two Pentium P166mhz systems that you were able to put together within a few hours.

Once again, I like to thank you, and your staff for your invaluable contribution. We couldn't have done it without you.

Huy Nguyen

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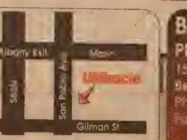
44063 Fremont Blvd. Fremont CA 94538
Phone:510-226-3666 Fax:510-226-6758
Email: sales@umiracle.com
1035 San Pablo Ave#1 Albany CA 94706
Phone:510-526-2626 Fax:510-526-0273
Email: sales[illegible]umiracle.com
1501#E El Camino Rl Belmont CA 94002
Phone:415-592-3333 Fax:415-592-2919
Email: [illegible]

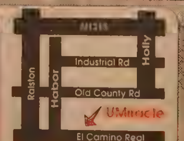
DISCOVER
ATM
VISA
MasterCard

Albany Store
Ph:510-526-2626
1035 San Pablo Ave. #1
Albany CA 94706



Off I-80 Albany Exit, go toward the hill and turn right on San Pablo Avenue. We are facing U.C. Village. Or off I-80 Gilman St, go toward the hill and make a left turn on San Pablo Ave.

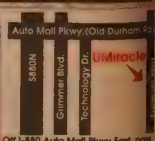
Belmont Store
Ph:415-592-3333
1501 El Camino Real #E
Belmont CA 94002



From north or south, Off I-101 Ralston Ave, go towards west, left on El Camino Real and make a U-turn ASAP. We are on your right.

Fremont Main
Ph:510-226-3666
44063 Fremont Blvd.
Fremont CA 94538
Ph:510-226-3666

Business Hours



Off I-880 Auto Mall Pkwy East, pass Technology Drive and make a right on Fremont Blvd, (or off 680 Durham go west, pass Osgood Rd, then ma a left on Fremont Blvd.) first drivew on your right.

UMiracle UMiracle UMiracle

What is RAID?

RAID is an acronym for Redundant Array of Inexpensive (or ndependent) Disks. A RAID array is a collection of drives which collectively act as a single storage system, which can tolerate the failure of a drive without losing data, and which can operate independently of each other. Among all RAID implementations, RAIDport, the latest Adaptec RAID 5 solution, is the most cost-effective way to protect our data. If the data in your file server is vital to your survival of your business, RAID-5 is the way to go!

RAID-5 Pentium Server

ILL P55TU PCI Pentium® processor-based board w/ Built-in Adaptec® PCI SCSI chipset 7880 (AHA-2940UW tra Wide SCSI), support MMX, 50Pin Fast SCSI-2 & 68Pin Ultra Wide SCSI (40MB/s Burst) with optional RAID pport, Pipelined 512K Cache onbrd, Intel 430HX chipset, ZIP Socket 7, 75-200Mhz, 3 PCI+5 ISA slots, FP or DO 72Pin SIMM & support upto 256MB, built-in PCI-IDE interfaces, FD, 2-16550 UARTs, ECP/EPP support 4 E HDs, PnP 50pin SCSI + 68pin Wide SCSI + FD/HD/IO cables, Musical alarm CPU fan, PS/2 mouse port & -SCSI V4.0L + complete Adaptec® software driver & manual included
daptec RAID 1130 daughterboard - upgrades IWILL P55TU to support ardware assisted RAID 0,1,0/1,5, complete Adaptec Viking Software r NT, Novell, Unix, 4MB cache memory installed for speedy performance
enuine Intel Pentium®/Cyrix® 6x86 Processor w/ Alarm Cooling Fan
MB=16MBx2 60ns 72Pin EDO SIMM RAM
44MB Floppy Drive
shiba XM-5702 TwelveSpeed IDE 1800KB/S CD-ROM
ree 3.2GB Quantum FireBall TM3200N Ultra-SCSI-2 HDs
dent 9680 PCI 1MB MPEG+AVI Video Card
" ShamRock 1Kx768NI Pwr-Saving Monitor
rver Class Super Case Dual Fan Full Tower 250W PS
yTronic 104 Key Win95 PS/2 Keyboard
croSoft Ergonomic Serial Mouse w/ Pad
gitimate MS Windows NT V4 0 5-user Server CD
Manual + installed + fully-configured

Intel Pentium®
P5-100 $3043
P5-133 $3079
P5-166 $3242
P5-200 $3464

Cyrix® 686 CPU
P150+ $3038
P166+ $3082

RAID-5 AMI Quad P6

MI (American Megatrends, Inc) Goliath Quad Pentium® Pro Processor EISA/PCI otherboard - U.S. designed & made 180/200MHz (or higher) 1/2/4 processors supported, easy rocessor upgrade thru CPU based board approach, 1GB emory max onboard with 168pin slots, 4 way Interleave tructure for max performance ECC supported, 168Pin IMM supported, Intel 82450GX chipset, AMI Green Flash IOS, 6 PCI + 4 EISA slots, Integrated I/O w/ 1P/2S/FD/2 PCI DEs/PS2 mouse
enuine Intel Pentium® Pro Processor(s) w/ Cooling Fan(s)
4MB=32MBx2 168Pin 4Mx72 EDO ECC Buffered DIMM
.44MB Floppy Drive
oshiba XM-5702 TwelveSpeed IDE 1800KB/S CD-ROM
ylex DAC960PU/1 RAID-5 Ultra-Wide SCSI-3 PCI Controller ith 8MB cache memory installed for speedy performance
ve 3.2GB Quantum FireBall TM3200N Ultra-SCSI-2 HDs
ident 9680 PCI 1MB MPEG+AVI Video Card
4" ShamRock 1Kx768NI Pwr-Saving Monitor
eavy-Duty Server Case Model LT-18 supporting 11 drive ays, 26"x10"x25", removable front & side doors, Lockable ont door for security, "snap-in" drive mounts, swing-out feet
50W PC Power & Cooling AT Size Power Supply specialesigned for AMI Goliath 12V/5V/3.3V
eyTronic 104 Key Win95 PS/2 Keyboard
icroSoft Ergonomic Serial Mouse w/ Pad
egitimate MS Windows NT V4 0 5 user Server CD
+ Manual + installed + fully-configured

P6⁴ is here!

ULTRA WIDE
40MB/S Ready!!!

Intel Pentium®
Dual 200MHz 256/512k
$9888/$11083
Quad 200MHz 256/512k
$12449/$14859

LOOKING FOR YOUR DREAM MACHINE AT THE CHEAPEST PRICE? SHOPPING FOR A PC IN THIS RAZOR-THIN-PROFIT INDUSTRY IS DANGEROUS BECAUSE 70% OF THE DEALERS WON'T LIVE TILL THE FOURTH YEAR IN BUSINESS, MOST SELL 3 OR 4 MACHINES A WEEK WITHOUT KNOWING WHAT THEY ARE SELLING AND 99% DON'T WANT TO SEE ANY MACHINE COMING BACK AFTER YOU WALK OUT OF THE DOOR. AT UMIRACLE, WE BUILD HUNDREDS OF PC'S EVERY WEEK, WE TEST EVERY POSSIBLE COMBINATIONS OF SOFTWARE AND HARDWARE FOR COMPATIBILITY, AND WE STAND BEHIND YOUR PC'S LIFETIME LONG! WHY? BECAUSE WE LOVE YOUR PC AS MUCH AS YOU DO! COME BY AND VISIT ONE OF OUR STORES AND YOU WILL FIND OUT WHY YOU WILL BE THE WINNER!

RAID-5 Pentium Pro² Server

- IWILL DP6NS Dual Pentium® Pro processor-based board w/Built-in Adaptec® PCI SCSI chipset 7880 (AHA-2940UW Ultra Wide SCSI), 50Pin Fast SCSI-2 & 68Pin Ultra Wide SCSI (40MB/s Burst) with optional RAID support, Intel 440FX chipset, ZIP Socket 8, 150-233Mhz, 3 PCI+4 ISA slots, FP or EDO 72Pin SIMM & support upto 512MB, built-in PCI-IDE interfaces, FD, 2-16550 UARTs, ECP/EPP support 4 IDE HDs, PnP 50pin SCSI + 68pin Wide SCSI + FD/HD/IO cables, PS/2 mouse port & EZ-SCSI V4.0L + complete Adaptec® software driver & manual included
- Adaptec RAID 1130 daughterboard - upgrades IWILL P6NS2 to support hardware assisted RAID 0,1,0/1,5, complete Adaptec Viking Software for NT, Novell, Unix, 4MB cache memory installed for speedy performance
- Genuine Intel Pentium® Pro Processor(s) w/ Cooling Fan(s)
- 32MB=16MBx2 60ns 72Pin EDO SIMM RAM
- 1.44MB Floppy Drive
- Toshiba XM-5702 12XSpeed IDE 1800KB/S CD-ROM
- Four 3.2GB Quantum FireBall TM3200N Ultra-SCSI-2 HDs
- Trident 9680 PCI 1MB MPEG+AVI Video Card
- 14" ShamRock 1Kx768NI Pwr-Saving Monitor
- Premium ATX style Full Tower 235W ATX PS
- KeyTronic 104 Key Win95 PS/2 Keyboard
- MicroSoft Ergonomic Serial Mouse w/ Pad

Legitimate MS Windows NT V4.0 5-user Server CD
+ Manual + installed + fully-configured

	Single	Dual
150MHz 256k	$3914	$4250
180MHz 256k	$4180	$4811
200MHz 256k	$4313	$5077
200MHz 512k	$4910	$6272

NT ENHANCEMENTS

NT Guaranteed: All hardware listed below are guaranteed to be NT V3.51/4.0 compatible. We will make it right or your money back!

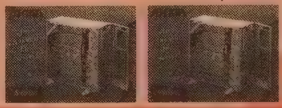
- **Memory**
  - *16/32/64/128MB 10ns SDRAM UnBuffered 168Pin DIMM for 430VX/TX* .... $Call
  - *16/32/64/128MB 60ns DRAM ECC EDO Buffered 168Pin DIMM for 440FX* .... $Call
- **RAID 5 Fast Ultra Wide SCSI-2 Host Adapter**
  (for RAID-5 implementation, an IDE HD as boot drive is recommended)
  - *DPT SmartCache IV SCSI Adapter & RAID Series/SmartRAID IV RAID Series* .... $Call
  - *Mylex DAC960 Series Hi-Performance PCI RAID Controller with upto 3 UW SCSI channels supporting 45 HDs, upto 64MB Cache installable* .... $Call
  - *AMI Complete MegaRAID Solution including:SCSI RAID level 0,1,3,5,10,30, and 50 PCI Disk Array Controllers/FlexRAID/Advanced Management Software/Advanced Enclosure Management/Boot-Up Configuration/Power Console/General Alert* .... $Call
- **TapeDrive - HP DAT DDS/DDS-2 Drive (Sold & integrated with system only)**
  - *HP DAT C1534 DDS DAT Tape Drive (2GB on 90m Tape)* $545
  - *HP DAT C1536 DDS DAT Tape Drive w/DCLZ Hardware Compression (4GB on 90m Tape with compression)* $627
  - *HP DAT C1599A DDS-2 DAT Tape Drive w/DCLZ Hardware Compression (8GB on DDS-2 format with compression)* $845
  - *HP DAT C1553A DDS-2 Autoloader w/DCLZ Hardware Compression (48GB on DDS-2 format with compression)* $2096
  - *Seagate 32GB DAT DDS-2 Autoloader 4586NP (4 DAT Tape Support)* $1450
  - *Optional 12 Tape Magazine for above 4586NP upto 96GB (no tape)* $145
- **High End Video Card - 3D Rendering/Graphic Animation/OpenGL**
  - *Symmetric GLyder MAX/TX/MP 3D Accelerator* .... $545/$1795/$3295
  - *Dynamic Pictures OpenGL Accelerator Oxygen102/202/402* .... $1225/$2395/$4295
- **Server Chassis (T-101)/Disk Array Chassis (T-103): Dimension=13"x31"x22" w/Dual Redundancy & Hot Swappable Power Supplies** .... $895/$895
  - *T-101: 12 DriveBays/Upto 2 PowerSupply 2x300W*
    2x4.6" Smart Fans w/ Efficient Air Flow
    Full Size AT Motherboard FormFactor
  - *T-103: 16 DriveBays/Upto 2 PowerSupply 2x300W*
    2x4.6" Smart Fans w/ Efficient Air Flow
    Perfect RAID Disk-Array Sub-Chassis

T-101

T-103

- **Server Chassis TL-18 By Axxion w/o Power Supply.....$485**
  - *Suitable for Full-size AT, Baby AT, oversize AT based boards*
  - *11 drive bays - one 3.5" and four 5.25" exposed, six 5.25" (convertible to 3.5") hidden bays*
  - *Twelve expansion card slots, Drives mount on "snap-in" drive rails*
  - *Locking front door has integrated RF shield to reduce EMI*
  - *Removable front and side doors for maximum accessibility*
  - *Control panel concealed behind sliding door*
  - *Secondary cooling fans - up to five 80mm and one 120mm fan available*
  - *I/O ports - (4) DB-9, (2) DB-25, (4) SCSI-2, (1) SCSI-1*
  - *Four swing-out plastic feet with "sliding bumpers" for mobility*
  - *Dimensions: 26" x 10" x 24.5" (DxWxH), Chassis thickness 1.2mm*
  - *Accepts standard power supply, optional adaptor available for single or dual slim (PS2)*
  - *Optional panel for redundant "Hot Swap" power supplies*
- **CD-ROM Tower Subsystem Chassis**

7 Plextor 12xi PX-12TSI w/250W PS	*$2180*
7 Toshiba 15xi XM-3801B w/250W PS	*$1915*
7 Toshiba 12xi XM-5701B w/250W PS	*$1415*


TL-18 by Axxion

Compatibility Guaranteed

Windows NT 4.0 Server/Workstation

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Albany CA 94706
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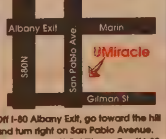
[illegible]



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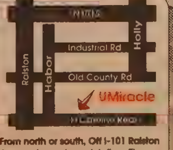

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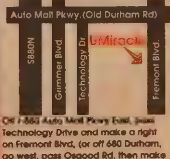
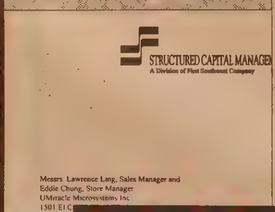


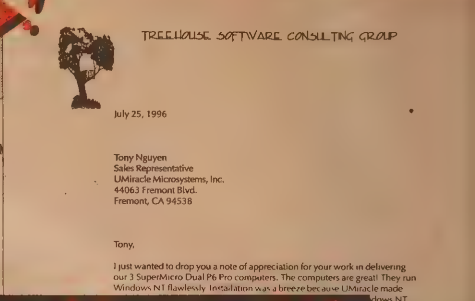
Off I-880 Auto Mall Pkwy East, pass Technology Drive and make a right on Fremont Blvd, (or off 680 Durham, go west, pass Osgood Rd, then make a left on Fremont Blvd.) first driveway on your right.

AND BE A WINNER!



STRUCTURED CAPITAL MANAGEN
A Division of First Southwest Company

Messrs. Lawrence Ling, Sales Manager and
Eddie Chung, Store Manager
UMiracle Microsystems Inc
1501 El C
Belmont



TREEHOUSE SOFTWARE CONSULTING GROUP

July 25, 1996

Tony Nguyen
Sales Representative
UMiracle Microsystems, Inc.
44063 Fremont Blvd.
Fremont, CA 94538

Tony,

I just wanted to drop you a note of appreciation for your work in delivering our 3 SuperMicro Dual P6 Pro computers. The computers are great! They run Windows NT flawlessly. Installation was a breeze because UMiracle made dows NT ed your

Intel Venus P6 Pentium® Pro

- Intel Venus Performance/VS Pentium® Pro motherboard w/256K Built-In CPU Cache, Intel® 440FX chpst, w/onbrd BusMaster IDE, HiSpd I/O, FD, PS/2 Keybrd+mouse ports, ZIF Socket 8, AMI PnP Flash BIOS, FP/ECC 72Pin SIMM upto 256MB, ATX Form Factor board
- Genuine Intel Pentium® Pro Processor w/ Cooling Fan
- 32MB=16MBx2 60ns 72Pin EDO SIMM RAM
- 1.44MB Floppy Drive
- 3.2GB Quantum FireBall TM3200A Mode 4 E-IDE HD
- Toshiba XM-5702 TwelveSpeed IDE 1800KB/S CD-ROM
- Creative Lab Sound Blaster 32 PnP Stereo Sound Card
- ATI 3D ProTurbo PC2TV 8MB SGRAM Video Card
- 17" Hitachi CM-620 .28DP 1280x1024NI Monitor
- Premium ATX style Medium Tower 235W ATX PS
- Liton SK6000 Ergonomic Win95 PS/2 Keyboard
- Logitech MouseMan PS/2 Mouse w/ Pad
- Pair of 80Watt Stereo Speakers
- Legitimate MS Windows NT V4.0 Workstation CD + Manual + Installed + fully-configured

Pentium® Pro	
150MHz 256k	$2220
180MHz 256k	$2438
200MHz 256k	$2558
200MHz 512k	$3096

Intel Providence P6²

- Intel Providence PR440FX Dual Pentium® Pro processor-based board - Intel 440FX PCISet, support Dual Pentium® Pro 200Mhz CPUs, EDO ECC 168Pin DIMM upto 512MB, Integrated LAN Controller Intel 82557 (=EtherExpress® Pro/100B), Integrated Ultra/Wide SCSI Adaptec® 7880 w/ onbrd+External mini-68Pin 16bit Wide Connectors, Integrated Audio - Crystal+Yamaha OPL3 FM Synthesizer 16bit Stereo Sound, 4 PCI+1 ISA slots, onbrd PCI Bus Master IDE interfaces, HiSpd I/O, FD, Dual ZIF Socket 8, Flash AMI PnP BIOS, ATX form Factor
- Genuine Intel Pentium® Pro Processor(s) w/Cooling Fan(s)
- 64MB=32MBx2 168Pin 4Mx72 EDO ECC Buffered DIMM
- 1.44MB Floppy Drive
- 3.2GB Quantum FireBall TM3200N Ultra-SCSI-2 HD
- Toshiba XM-5702 TwelveSpeed IDE 1800KB/S CD-ROM
- ATI 3D ProTurbo PC2TV 8MB SGRAM Video Card
- 21" Hitachi CM-800U .22DP 1600x1200NI 75Hz Monitor
- Premium ATX style Full Tower 235W ATX PS
- Liton SK6000 Ergonomic Win95 PS/2 Keyboard
- Logitech MouseMan PS/2 Mouse w/ Pad
- Pair of 120Watt Stereo Speakers
- Legitimate MS Windows NT V4.0 Worksation CD + Manual + installed + fully-configured

	Single	Dual
180MHz 256k	$4115	$4693
200MHz 256k	$4237	$4937
200MHz 512k	$4785	$6033

TYAN Dual P6 Pro

P6² is here!

- TYAN Titan Pro AT S1662 Dual Pentium® Pro PCI-ISA motherboard, Intel 440FX Chipset, support Dual 150-200Mhz, 3 ISA+5 PCI slots, onbrd PCI Bus-Master IDE interfaces, HiSpd I/O, FD, Dual-ZIF Socket 8, 2 VRM modules for future CPU support, Flash AMI PnP BIOS, FD/ECC 72Pin SIMM
- Genuine Intel Pentium® Pro Processor(s) w/ Cooling Fan(s)
- 32MB=16MBx2 60ns 72Pin EDO SIMM RAM
- 1.44MB Floppy Drive
- 3.2GB Quantum FireBall TM3200A Mode 4 E-IDE HD
- Toshiba XM-5702 TwelveSpeed IDE 1800KB/S CD-ROM
- Creative Lab Sound Blaster AWE64 PnP Stereo Sound Card
- ATI 3D ProTurbo PC2TV 8MB SGRAM Video Card
- 20" Hitachi CM-2011MU .28DP 1600x1200NI Monitor
- Server Class Super Case Dual Fan Full Tower 250W PS
- Liton SK6000 Ergonomic Win95 Keyboard
- Logitech MouseMan Serial Mouse w/ Pad
- Pair of 120Watt Stereo Speakers
- Legitimate MS Windows NT V4.0 Workstation CD + Manual + installed + fully-configured

	Single	Dual
150MHz 256k	$3166	$3502
180MHz 256k	$3409	$3968
200MHz 256k	$3531	$4232
200MHz 512k	$4079	$5328

NoteBook Options:	
MS DOS V6.22 + Windows V3.11	Add$100
MS DOS V6.22 + Windows for WorkGroup V3.11	Add$120
Windows 95 CD Full OEM Version	Add$90
Windows NT 4.0 Workstation/Server OEM	Add$145/$550

Chem 9750 NoteBook Options

EDO DIMM 16MB=8X2	$105
EDO DIMM 32MB=16X2	$215
EDO DIMM 64MB=32X2	$Call
Auto Adaptor 12V	$70
AC Adaptor	$79
NIMH 2nd Battery	$115
Li-Ion 2nd Battery	$225
Battery Charger	$95
Port Duplicator	$150

NoteBook Hardrive/Accessories

1.0GB 2.5" IDE Slim HD	$215
1.4GB 2.5" IDE Slim HD	$275
2.1GB 2.5" IDE Slim HD	$455
PCMCIA 33.6 Fax/Data	$189
PCMCIA Ethernet Comb	$89

MULTIMEDIA NOTEBOOKS

CHEMBOOK 9750 ■ P5 CPU upto 200Mhz ■ DualScan/Active Screen 12.1" ■ 16MB EDO onbrd ■ 256K PB L2 Cache ■ 1.44FD ■ 8xSpeed CDROM ■ 2MB EDO Video RAM ■ Li-Ion Battery ■ 16Bit Stereo Sound ■ Video Catpure Port ■ 1S/1P ports ■ InfraRed port ...

(1.0/1.4/2.1GB HD)	Active Matrix 12.1"	Active Matrix 13.3"
■ P5-100Mhz	*$2564/$2618/$2780*	*$3289/$3343/$3505*
■ P5-133Mhz	*$2596/$2650/$2812*	*$3321/$3375/$3537*
■ P5-166Mhz	*$2743/$2797/$2959*	*$3468/$3522/$3684*
■ P5-200Mhz	*$2943/$2997/$3159*	*$3668/$3722/$3884*

Add $140 for Intel Pentium 166/200MHz MMX Upgrade.

Large 13.3" Active Color
Video Capture Port Built-in
Lithium-Ion Long Life Battery
FD Replaceable w/2nd Battery
Upto 80MB Main Memory

CHEM BOOK 9750

CHEM 9750 SPECIFICATIONS

- Intel Pentium 120/133/150/166/200MHz/MMX
- 13.3" TFT XGA/12.1" TFT SVGA or Dual Scan
- 16MB Memory onbrd, expand upto 80MB
- 800x600x16M True Colors, 2MB Video RAM
- 64bit PCI bus graphics accelerator
- SystemSoft Flash BIOS with PnP
- 8Xi CD ROM, exchange w/FDD or Battery
- 16Bit Stereo Sound System
- Pipelined Synchronous 256K Level-2 Cache
- Infra-red IrDA and FIR
- Video Capture port
- Windows 95 Keyboard

CHEM 6800 SPECIFICATIONS

- Intel Pentium 100/120/133/166/200MHz
- Pipelined Synchronous 256K Level-2 Cache
- 12.1" Active Matrix Screen
- 2MB EDO Video RAM on PCI v2.1 Bus
- Expandable EDO Memory up to 64MB
- 800x600x16M True Colors
- 64Bit PCI bus with graphics accelerators
- SystemSoft flash BIOS with Plug & Play
- Build-in 8X CD-ROM
- 16Bit Stereo sound System
- 3 x Type II or 1 x Type II+1 x Type III
  (Support Zoom Video Port)
- Modem Ring in wake up on Power Mgmt
- Built-in 1MB Mask ROM hardware wavetable
- Removeable Floppy & hard drive
- Infra-red IrDA and FIR
- RCA jack for TV-Out
- Windows 95 Keyboard

FD replaceable w/2nd Battery
Upto 64MB EDO memory
Large 12.1" Active Color
Built-in 8x CD ROM
RCA Jack for TV Output

CHEM BOOK 6800

CHEMBOOK 6800 ■ P5 CPU ■ Active 12.1" ■ 16MB EDO 144Pdimm ■ 256K L2 P.B. Cache ■ 1.44FD ■ 8X CDROM ■ 2MB EDO Video ■ TouchPad ■ 16Bit Stereo Sound ■ RCA Jack ■ 1S/1P ports ■ NIMH Batt ■ InfraRed port ...

Active Matrix 12.1" (1.0/1.4/2.1GB HD)	
■ Pentium-100Mhz	*$2364/$2418/$2580*
■ Pentium-133Mhz	*$2397/$2451/$2613*
■ Pentium-166Mhz	*$2543/$2597/$2759*
■ Pentium-200Mhz	*$2743/$2797/$2959*

CHEM 6800 NoteBook Options

8MB=8x1 144Pin EDO	$55
16MB=16x1 144Pin EDO	$105
32MB=32x1 144Pin EDO	$195
Auto Adaptor 12V	$75
AC Adaptor	$80
NIMH 2nd Internal Battery	$85
Battery Charger	$95
Port Duplicator	$120
MPEG Option	$90

UMiracle
UMiracle Microsystems

- Free Local Area Delivery for System Purchase
- 1 Year Parts and Life Time System Labor Warranty
- Expertise Technical Support On Duty Daily
- While-You-Wait Immediate Replacement/Repair Service
- 30 Day Compatibility Guarantee on Complete Systems

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REAL STUFF, REAL QUALITY, REAL PRICES

Motherboard without CPU (Call for CPU Prices)

486 PCI 256K w/ E-IDE, FD, HiSpd I/O, 3 PCI+4 ISA slots, support 72Pin SIMM	$85
Pentium® 75-200Mhz/Cyrix® 686-130+/150+/166+based PCI AT-form factor motherboard - Pipelined 256K, 430VX chpst, 4 PCI+3 ISA slots, onbrd PCI-IDE, HiSpd I/O, FD, Flash BIOS	$95
ASUS TX97 Pentium® processor-based board - 430TX PCISet, Pipelined 512K onbrd, 75-200Mhz Pentium/MMX/AMD/Cyrix200+ CPUs, 4 PCI+4 ISA+1 ASUS MediaBus slots, 168Pin DIMMx3 support, onbrd Ultra-IDE, FD, HiSpd I/O, Flash Award BIOS w/NCR SCSI Suppt, AT form factor	$175
ASUS TX97-E Pentium® processor-based board - same as TX97, plus 72PinSIMMx4 support, and 3 ISA slots instead of 4	$175
ASUS TX97-X Pentium® processor-based board - 430TX PCISet, Pipelined 512K onbrd, 75-200Mhz Pentium/MMX/AMD/Cyrix200+ CPUs, 4 PCI+4 ISA slots, 168Pin DIMMx3 support, CreativeLabs VIBRA PnP Audio, onbrd Ultra-IDE, FD, HiSpd I/O, USB, Flash Award BIOS w/NCR SCSI Suppt, ATX form factor	$215
SUS TX97-XE Pentium® processor-based board - same as TX97X, plus 72PinSIMMx4 support, and 3 ISA slots instead of 4	$215
tel Tucson TC430HX Pentium® processor-based Board - 430HX PCISet, Pipelined 512K onbrd, 75Mhz & up MMX CPU support, 4 PCI+3 ISA slots, 72Pin SIMM support upto 128MB, onbrd PCI-IDE, FD, HiSpd I/O, USB, Flash AMI BIOS, Built-in Yamaha OPL3 FM Synthesizer stereo sound w/line-in/out, Joystick, WaveTable connector, ATX form factor	$182
tel Venus Performance/VS Pentium® Pro processor based motherboard - 440FX chpst, 150/180/200Mhz/future CPU support, 3 ISA+4 PCI slots, onbrd PCI-IDE, FD, HiSpd I/O, PS/2 mouse + kybrd connectors, Flash AMI BIOS, 72Pin SIMM support upto 256MB, ATX form factor	$208
tel Providence PR440FX Dual Pentium® Pro processor-based board - Intel 440FX PCISet, support Dual Pentium® Pro CPUs, ECC EDO buffered 168Pin DIMM upto 512MB, integrated LAN Controller Intel 82557 (=EtherExpress® Pro/100B), Integrated UltraWide SCSI Adaptec® 7880 w/onbrd+External mini-68Pin Wide Connector, Integrated Audio - Crystal+Yamaha OPL3 FM Synthesizer 16bit StereoSound, 4 PCI+1 ISA slots, onbrd PCI Bus Master IDE ports, HiSpd I/O, FD, Dual ZIF Socket 8, Flash AMI PnP BIOS	$555
ILL P55TV PCI Pentium® processor-based board w/ Built-in Adaptec® PCI SCSI chipset 7860 (AHA-2940U Ultra SCSI), support MMX, Cyrix 686 CPU, 50Pin Fast SCSI-2 & Ultra SCSI (20MB/s Burst), Pipelined 512K Cache onbrd, Intel 430VX chpst, 3 PCI+5 ISA slots, 72Pin SIMM & 168PIN DIMM support upto 512MB, onbrd PCI-IDE, FD, HiSpd I/O, support 4 IDE HDs, 50pin SCSI + FD/HD/IO cables, Musical alarm CPU fan, PS/2 mouse port & EZ-SCSI V4.0L + complete Adaptec® software driver & manual included.	$245
ILL P55AVW PCI Pentium® processor-based ATX board w/ Built-in Adaptec® PCI SCSI chipset 7880 (AHA-2940UW UltraWide SCSI), Intel 430VX chpst, MMX/Cyrix 686 CPU support, 50Pin Fast SCSI-2 & 68Pin Ultra Wide SCSI (40MB/s Burst) with optional RAID support, Pipelined 512K Cache onbrd, 3 PCI+4 ISA slots, 72Pin SIMM & 168PIN DIMM, onbrd PCI-IDE ports, FD, HiSpd I/O, USB, 0Pin+68Pin Wide SCSI + FD/HD/IO cables, Musical alarm CPU fan, PS/2 mouse port & EZ-SCSI V4.0L + complete Adaptec® software driver & manual ncluded.	$320
ILL DP6NS Dual Pentium® Pro processor-based board w/Built-in Adaptec® PCI SCSI chipset 7880 (AHA-2940UW UltraWide SCSI), 50Pin Fast SCSI-2 & 68Pin Ultra Wide SCSI (40MB/s Burst) with optional RAID support, Intel 440FX chpst, 150-233Mhz, 3 PCI+4 ISA slots, 72Pin SIMM support upto 512MB, onbrd PCI-IDE ports, FD, HiSpd I/O, 50Pin SCSI + 68Pin Wide SCSI + FD/HD/IO cables, PS/2 mouse port & EZ-SCSI V4.0L + complete Adaptec® software driver & manual ncluded	$540
laptec ARO1130 RAID-5 Option Card for IWILL P55TU, P55AVW or DP6NS - asily turn IWILL's 2940UW SCSI embedded motherboards to support ardware assisted RAID 0/1,0,1,5 level, 1/4MB Cache upgradeable, omplete Adaptec RAID Viking software drivers supporting NT 3.51, 4.0, UNIX, ovell 3.xx,4.xx	$325
N TomCat III S1563D Dual Pentium® Processor based ISA-PCI motherboard - nbrd Pipelined 512K Cache, 430HX, support Dual Pentium/MMX CPUs, 5 A+4 PCI slots, onbrd PCI IDE ports, HiSpd I/O, FD, Dual ZIF Socket, Flash Award nP BIOS, support 72Pin SIMM upto 512MB, Pipelined 512K Cache built-in	$225
N Titan Pro AT S1662 Dual Pentium® Pro ISA-PCI motherboard - 440FX Chpst, ISA+5 PCI slots, onbrd PCI IDE ports, HiSpd I/O, FD, Dual ZIF Socket 8, 2 VRM odules for future CPU (low voltage) support, Flash Award PnP BIOS, support 2Pin SIMM	$380
N Titan Pro ATX S1668 Dual Pentium Pro ISA-PCI motherbrd ame as Titan Pro AT S1662 above except in ATX form factor	$390
I (American Megatrends, Inc) Goliath Quad Pentium® Pro Processor EISA/CI motherboard - U.S. designed and made 180/200MHz (or higher) 1/2/4 rocessors supported, easy upgrade thru CPU based board approach, 1GB emory max onboard with 168 pin slots, 4 way Interleave for max erformance, ECC support, 168Pin DIMM support, 82450GX chpst, AMI Flash OS, 6 PCI+4 EISA slots, integrated I/O w/ 1P/2S/FD/IDE, Full Size AT form factor	
bove w/ two 200MHz Pentium Pro 256K CPUs	$5875
bove w/ four 200MHz Pentium Pro 256K CPUs & 2nd CPU baseboard	$8320

CPU & Memory: (Prices Subject to Change without notice)

l Pentium® Pro processor 256K/512K 150/180/200Mhz	$Call
ntium® P5-100/120/133/150/166/200MHz/MMX CPU	$Call
D® 486-100DX4/120DX4/5x86-133DX4/K5	$Call
ix®/IBM® 6x86-120+/150+/166+/200+ CPU	$Call
/512K Synchronous Pipelined Cache COAST module	$20/$35
1MB/4MB 30Pin SIMM RAM	$Call
72Pin SIMM - 32/36Bit-FP/EDO/Parity	$Call
16/32/64MB 168Pin SDRAM DIMM Unbuffered 12ns for Triton VX/TX board	$Call
32/64/128MB 168Pin EDO DRAM DIMM w/ECC Buffered 60ns for PR440FX Providence/AMI Goliath motherboard	$Call

iMiracle

JMiracle Microsystems

I/O Card/C[illegible]

Adaptec 1542CP PnP Bus-mastering SCSI-2 Controller	[illegible]
Adaptec 2940U Fast PCI Ultra SCSI-2 Controller	$190
Adaptec 2940UW PCI Ultra WIDE SCSI-2, 40MB/s, 15 devices support	$220
Western Digital PCI-SCSI Adapter - 7193RTL, Fast SCSI-2, 10MB/s, 50Pin Connection, upto 7 devices, PnP, CorelSCSI! Drivers	$89
External SCSI-2 50Pin Mini-68Pin Adapter for any onboard internal 50pin ribbon cable SCSI interface	$20
External Wide SCSI Mini-68Pin Adapter with 3-68pin-connector internal ribbon cable for any onboard internal 68pin Wide SCSI interface	$45
Fast Wide SCSI-2 internal Ribbon Cable, 68Pin, 2 / 3 connectors	$20/30
External SCSI Cables Centronic/Mini/UltraDensity 50/68Pin	$Call
External SCSI Terminator SCSI-2/Mini 50/Mini 68Pin	$Call

Network Card

Ethernet NE2000 ISA PnP/Softset 16Bit Combo	$25
Ethernet PCI Combo (Full-Duplex, 10Base2&T) 32bit	$55
Intel EtherExpress Pro 10/100 PCI ENET 32Bit 10-BT (PILA8465B)	$95
3COM Etherlink III 3C509B Combo	$89
3COM Etherlink XL 3C900 Parallel-Tasking PCI Combo	$95
3COM Fast Etherlink XL 3C905-TX Parallel-Tasking 100BT PCI	$95

Video Card

Trident 9680 Windows Accelerator PCI 1MB/2MB with MPEG and AVI Motion Video built-in	$35/45
Diamond Stealth 3D 2000XL PCI 2MB/4MB EDO-DRAM	$82/$102
Diamond Stealth 3D 3000XL PCI 2MB/4MB VRAM	$135/$195
ATI 3D Xpression+ PC2TV SGRAM 2MB/4MB	$125/$150
ATI 3D ProTurbo PC2TV SGRAM 4MB/8MB	$179/$250
Matrox MGA Millennium 2MB/4MB WRAM PCI	$179/$249
Memory module for Millennium 2MB/4MB/6MB	$95/$165/$260
Matrox MGA Mystique 2MB/4MB SGRAM	$135/165

Monitor

14" ShamRock 1Kx768NIx0.28DP Digital Control Pwr-Saving Monitor	$195
15" ShamRock 1280x1KNIx0.28DP Digital Control Pwr-Saving Monitor	$270
17" ShamRock 1280x1KNIx0.28DP Digital Control Pwr-Saving Monitor	$495
Hitachi NSA SuperScan Pro CM-500U 15" .28DP, 1280x1024	$315
Hitachi NSA SuperScan Pro CM-620U 17" .28DP, 1280x1024	$530
Hitachi NSA SuperScan Pro CM-2011MU 20" .28DP, 1600x1200x66Hz	$1135
Hitachi NSA SuperScan Pro CM-800U 21" .22DP, 1600x1200x75Hz	$1375
Hitachi NSA SuperScan Elite CM-611U 17" .22DP, 1600x1280x69Hz	$695
Hitachi NSA SuperScan Elite CM-802U 21" .22DP, 1600x1280	$1790
Hitachi NSA SuperScan Elite CM-803U 21" .22DP, 1800x1440 77Hz	$1930
MAG Technitron Series Trinitron Tube, Digital Control, 0.25DP, 1280x1KNI, 3yr Manu. Warranty 15" DX15T/DX700T	$365/$655
IIYAMA VisionMaster-17 MF-8617E 17" .26DP, Microprocessor Contrl, PnP, DPMS, MPRII, Full On-screen program, 1600x1200@69Hz	$585
IIYAMA VisionMaster-Pro 17 MT-9017E 17" .25DP, Microprocessor Contrl, PnP, DPMS, MPRII, Full On-screen program, 1600x1200@72Hz, Trinitron Tube	$695
IIYAMA VisionMaster MF-8221E 21" .22x.16DP, Microprocessor Contrl, PnP, DPMS, MPRII, Full On-screen program, 1600x1200@76Hz	$1345
IIYAMA VisionMaster MT-9021E 21" .30x.00DP, Microprocessor Contrl, PnP, DPMS, MPRII, Full On-screen program, 1600x1200@76Hz, Trinitron Tube	$1395
Sony 15" 100SX/100SF	$380/$450
Sony 17" 200SX/200SF/17SE2T	$665/$745/$865
Sony 20" 300SFT/GDM20SE2T	$1605/$1850
Viewsonic E641/E655/15GA/15GS/17EA/17GA/17GS/17PS/PT770/PT775/GT770/G800/G810/PT813/G810/GT800/29GA/P810/P815	$Call
Mitsubishi, NEC, ADI, Nokia	$Call

Modem

SupraExpress 33.6K Fax internal PnP	$105
Cardinal 33.6K Fax Internal w/FlashROM (MVPV34I)	$125
Cardinal 33.6K Voicemail Fax w/FlashROM (MVPV34ISP) Int/Ext	$145/$170
USR Sportster x2-56K Faxmodem Internal/External	$185/$205
USR Sportster x2-56K Voice Faxmodem w/Voice Int./Ext	$205/$225

Floppy Drive/Tape Backup

Mitsumi/Sony/NEC 1.44M 3.5"	$24
Teac 1.2M 5.25"/1.44M 3.5"	$45/27
Colorado 3.2GB T-3000 off floppy Travan w/Win95 Sftwre, w/tape	$179
Colorado T4000S 8GB, 62MB/min, SCSI-2, Travan TR-4, internal, w/tape	$359
Tape Cartridges for Tape Backup	$Call
Iomega ZIP Drive 100MB w/disk SCSI-Internal/External (After $50 Mail-in Rebate)	$135/$140
Iomega ZIP Drive Disks single/three/ten pack	[illegible]/$45/$130
Iomega Jaz Drive 1GB w/disk SCSI-Internal/External	$360/$455
Iomega Jaz Drive Disks single/five pack	$100/$460
Iomega Ditto TapeBackup 2GB Insider Tavan TR-1,2,3	$155
Iomega Ditto TapeBackup 2GB Parallel External TR-1,2,3	$205
Iomega Ditto TapeBackup 3200 Insider 3.2GB Tavan QIC w/o tape	$205
Iomega Ditto TapeBackup 3200 Parallel Port 3.2GB Tavan QIC w/o tape	$275
Iomega Ditto Tape Cartridge TR-1/TR-3/TR-4	$32/$35/$45

KeyBoard/Mice/Software/Chassis/PowerSupply/Misc

Mitsumi 104 Enhanced Win95 Keyboard	$12
KeyTronic 104 Enhanced Win95 Key U.S. Made	$21
Focus 2001 104 Win95 Key Enhanced Click w/Cover	$33
Focus 6002 104 Win95 Key Enhanced w/ wristrest	$27
Focus 7200 104 Win95 Key Enhanced w/ wristrest + Trackball	$35
Natural Keyboard SK-6000 Win95 Key Enhanced	$50
Natural Keyboard SK-6000 Win95 Key Enhanced w/Touch Pad	$75
MicroSoft Natural Keyboard Win95 Key	$75
MicroSoft Ergonomic Serial/PS 2 type	$30
Logitech 2-Button Mouse Serial	$12
Logitech Mouseman Serial/PS 2 type/Cordless	$35/$45/$85
Logitech Trackman Marble	$85
MS DOS 6.22/Windows V3.11/WFWG V3.11(w/System Purchase)	$45/55/75
MS Windows 95 Full CD OEM version	$90
MS Office Professional 97 CD OEM version	$Call
MS Windows NT V4.0 Workstation/Server w/ 5 user license OEM	$145/$550
Premium Case w/230W Mini/Desktop/Med	$45/55/70
Premium Case w/250W Full Size Tower	$95
SOHO Series Chassis AT type with 200W Power Supply FullTower/MidTower/PerfectTower/Desktop	$115/$80/$65/$60
SOHO Series Chassis ATX type with 235W Power Supply FullTower/MidTower	$130/$100
ATX Style Medium Case w/ ATX type 235W P/S	$95
Server Class Super Case w/250W PS w/ detachable front panel, Dual side door, solid construction, slide-in Drive Bay, Dual fans, lots of bays, Fits Full/Baby AT Size board, Medium/Full Tower	$115/$140
Deluxe External SCSI Case w/Terminator+SCSI Cable+P/S+Fan 3.5" Half Height/5.25" Half Height	$60/$90
Deluxe External SCSI Case w/68Pin Wide/Ultra Wide SCSI Connector + P/S + Fan 3.5" Half Height with 68Pin External Cable and Terminator	$150
Power Supply PS-2 Type 230W/250W/300W	$28/$35/$85
Power Supply ATX Type 235W/300W	$55/$85
486/P5/P6 CPU Cooling Ball-Bearing Fan w/heat sink	$8/$12/$25
Chassis Second Cooling Fan 3" or 3.5"	$15
Printer Cable 6'/10'/15'/25'	$5/7/10/15
PS/2 mouse port connector for motherboard PS/2 mouse port	[illegible]

CD ROM Drive

Toshiba XM-5702 12X Speed Internal ATAPI IDE CD ROM	[illegible]
Toshiba XM-5701 12X Speed Internal SCSI CD ROM	$154
Toshiba XM-3801B 15X Speed Internal SCSI CD ROM	$220
Mitsumi FX810 8X Speed Internal ATAPI IDE CD-ROM	$89
Mitsumi FX12X 12X Speed Internal ATAPI IDE CD-ROM	$105
Sony CDU511 16X Speed Internal ATAPI IDE CD-ROM	$145
Plextor 12-Plex 12XSpeed, 1800Kb/sec, Fast SCSI, 105ms seek, 512K Buffer, SCAM, w/Tray, PX-12TSI internal/12TSE external	$277/$372
Philips CDD2600 SCSI-2 CD-ROM Writer 1MB Cache, 2X record & up to 6X read, w/SCSI Controller, Corel CD Creator, 2 blank CDs Internal/External (After $200 Mail-in Rebate)	$469/$770
Yamaha SCSI-2 CD-ROM Writer CDR400TIPC 512KB Cache, up to 4X record & 6X read, internal bare version w/Software	$755

Sound Card/Speaker/MultiMedia Package

Yamaha, Altec, Lansing Speakers	$Call
60W/80W/120W Hi-Fi Amplified Stereo Speakers	$25/45/55
Sound Blaster Compatible 16Bit ESS Stereo w/PnP, IDE port	[illegible]
Sound Blaster 16 PnP OEM	[illegible]
Sound Blaster 32 PnP OEM	[illegible]
Sound Blaster AWE64 PnP w/ IDE interface Retail	[illegible]
Sound Blaster AWE64 GOLD PnP w/ IDE interface Retail	[illegible]
MS CD MS Homes I titles - Encarta 96, Works/Money, Bob, Scenes Personal Collection, 55+ Title CD Samplers	$75
MS CD MS Homes II titles - Encarta 96, Works/Money, Golf 2.0, Creative Writer, Magic School Bus, 55+ Title CD Samplers	[illegible]
CD Children Education Pack titles - Rainbow Children Park, Animation Tour, Kid's Farm, I Can Spell, Puzzle Puzzle	[illegible]
Audio Cable - CD-ROM to Sound Card	[illegible]

[illegible]

Western Digital - Caviar

1.2GB IDE WDAC21200 - Enhanced IDE Mode-4 128KB 5200RPM	$201
1.6GB IDE WDAC21600 - Enhanced IDE Mode-4 128KB 5200RPM	$210
2.0GB IDE WDAC22000 - Enhanced IDE Mode-4 128KB 5200RPM	[illegible]
2.5GB IDE WDAC32500 - Enhanced IDE Mode-4 128KB 5200RPM	$255
3.1GB IDE WDAC33100 - Enhanced IDE Mode-4 128KB 5200RPM	$290
4.0GB IDE WDAC34000 - Enhanced IDE Mode-4 256KB 5200RPM	[illegible]
2.1GB Ultra SCSI-2 Enterprise E2170-3 512KB 7200RPM	$560
2.1GB UltraWide SCSI-2 Enterprise E2170-7 512KB 7200RPM	$620
4.3GB Ultra SCSI-2 Enterprise E4360-3 512KB 7200RPM	$900
4.3GB UltraWide SCSI-2 Enterprise E4360-7 512KB 7200RPM	$940

Quantum

2.1GB FireBall TM2110A EIDE Mode-4 10ms, 5400RPM	[illegible]
3.2GB FireBall TM3200A EIDE Mode-4 10ms, 5400RPM	$279
3.8GB FireBall TM3840A EIDE Mode-4 10ms, 5400RPM	$317
2.1GB FireBall TM2110N Ultra SCSI-2 10ms, 5400RPM	[illegible]
3.2GB FireBall TM3200N Ultra SCSI-2 10ms, 5400RPM	[illegible]
4.3GB Atlas II XP34550N Ultra SCSI-2, 8ms, 7200RPM	[illegible]
4.3GB Atlas II XP34550W Ultra Wide SCSI-2, 8ms, 7200RPM	$1005

Seagate

2.15GB Barracuda 4LP ST32171N Ultra SCSI-2 50pin 7200RPM, 512K	$675
2.15GB Barracuda 4LP ST32171W Ultra Wide SCSI-2 68pin 7200RPM, 512K	$705
4.35GB Barracuda 4LP ST34371N Ultra SCSI-2 50pin 7200RPM, 512K	[illegible]
4.35GB Barracuda 4LP ST34371W Ultra Wide SCSI-2 68pin 7200RPM, 512K	$1075
4.55GB Cheetah AV ST34501N Ultra SCSI ST34501N 7.5/8.5MS, 10000RPM	$1575

MicroPolis

4.5GB TomaHawk 4LP 4345NS Ultra SCSI-2 50pin 7200RPM, 8ms, 512K	$933
4.5GB TomaHawk 4LP 4345WS UltraWide SCSI-2 68pin, 7200RPM, 8ms, 512K	$990
9.1GB TomaHawk9 3391NS Ultra SCSI-2 50pin, 7200RPM, 8ms, 512K	$1430
9.1GB TomaHawk9 3391WS Ultra Wide SCSI-2 68pin, 7200RPM, 8ms, 512K	$1525

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Resources

Calendar Of Events

Conferences, Shows, Special Events

April

April 2–4 Virtual Reality WorldWide '97. Santa Clara. Contact: (619751-8841, *VRWW@cyberedge.com* , or: URL: *http://www.cyberedge.com/VRWW.html* .

April 2–4 Java One. San Francisco. Contact: 1-800-668-2741, or URL: *http://java.sun.com/javaone/* .

April 5–10 NAB MultiMedia World. Las Vegas, NV. Contact: (202)775-4970, or URL: *http://www.nab.org/conventions/* .

April 6 Livermore Amateur Radio Klub (LARK) Swap Meet. Las Positas College, Livermore. LARK. Contact: (510)783-2803.

April 7–8 Web Market West. San Francisco. The Red Herring. Contact: (415)865-227, ext. 228, *events@herring.com* , or URL: *http://www.herring.com/events* .

April 7–11 Development Seminars to Improve Software Quality. San Francisco. SQE. Contact: 1-800-423-8378 , *sqeinfo@sqe.com* , or URL: *http://www.sqe.com* .

April 8–10 DCI Data Warehouse Conference. San Jose. Contact: 1-800-DCI-EXPO, *ExpoReg@dciexpo.com* , or URL: *http://www.DCIexpo.com* .

April 8–10 American Programmer Summit '97. Boston, MA. Contact: 1-800-964-8702, *lovering@cutter.com* , or URL: *http://www.cutter.com/itgroup/* .

April 8–10 EMA '97: Internet and Messaging for Business. Philadelphia, PA. Contact: (703)524-5550, *meet@ema.org* , or URL: *http://www.ema.org* .

April 8–10 PC Card Exposition. San Jose. DCI. Contact: (508)470-3870.

April 8–10 Network World Unplugged: The Mobile & Remote Access Expo. San Jose. DCI. Contact: (508)470-3870.

APRIL 12–13

The Peninsula Computer/Internet Expo

SAN MATEO

The Peninsula Computer/Internet Expo will be held at the San Mateo Expo Center, and will place emphasis on Internet services and business on the Internet, as well as computer software/hardware/accessories. More than 5000 people are expected to attend the show, and vendors will include major corporate sponsors, small- to medium-sized independent wholesalers and distributors, and local manufacturers and service companies. Merchants will be offering help, freebies and specials to consumers in exchange for feedback on their products and Web sites. Computer and Internet seminars, training sessions, and classes will also be available. For more information, contact Online Productions at (714)755-3710, or URL: *http://www.onlineproductions.com* .

APRIL 26

BMUG MacFest

BERKELEY

BMUG will be holding its annual MacFest at the Pauley Ballroom on the UC Berkeley campus from 10 am–6 pm. This year, big-name vendors such as Adobe, Intelligent Peripheral Devices, and Techworks will be selling their products and offering special prices to attendees. Ellen Hancock, vice president of Apple Computer, will start off the MacFest by speaking on recent and future Apple developments. Other cutting-edge Mac conference speakers will include Dave Winer, Adam Engst, Don Crabb, Bob Levitus and Bert Monroy. Workshop subjects will be "How to Create Your Own CDs for Data or Music," "What to Do With Your PowerBook Now That You've Got It In Your Hands," "Basic Mac Info," and other topics. Hourly raffles will also be held. There will be a $5 admission fee. For more information, contact Colleen Miller at (510)549-2684, ext. 210.

April 8–10 DCI's Field & Sales Force Automation Featuring Mobile World Expo. San Jose. DCI. Contact: (508)470-3870.

April 14–15 Service Trends Conference. San Francisco. Dataquest. Contact: (714)476-9117, or URL: *http://www.dataquest.com* .

April 15–17 OSF/DCE Developers Conference Santa Clara. DCI. Contact: (508)470-3870.

April 19 Robert Austin Computer Show. Oakland. Robert Austin Corp. Contact: 1-800-346-0100 or URL: *http://www.robertaustin.com* .

April 19 Computer Show. Santa Clara Fairgrounds. Contact: (415)493-8209 or URL: *http://www.inetbiz.com/pam* .

April 19 Corporate Partnering: International Transactions and Technology Commercialization. San Jose. Center for Software Development. Contact: (408)494-8373.

April 21–25 Seybold Seminars New York. New York, NY. Contact: 1-888-800-8922, or URL: *http://www.seyboldseminars.com* .

April 22 Internet and Business Discussion and Demonstration. San Francisco..San Francisco Business Computers. Contact: (415)788-5338.

April 22–24 DCI's Internet Expo. Chicago, IL. DCI. Contact: (508)470-3870.

April 22–25 Structured Testing Using the McCabe Tools. San Francisco. Contact: 1-800-638-6316 , or URL: *http://www.mccabe.com* .

April 25–29 Computer Game Developers' Conference. Santa Clara. Contact: (617)821-9212, or URL: *http://www.cgdc.com* .

April 26 Robert Austin Computer Show. San Francisco. Robert Austin Corp. Contact: 1-800-346-0100 or URL: *http://www.robertaustin.com* .

April 27–30 Internet Showcase. San Diego. Upside Magazine. Contact: 1-888-33-UPSIDE, or URL: *http://www.internetshowcase.com* .

May

May 4 Livermore Amateur Radio Klub (LARK) Swap Meet. Las Positas College, Livermore. LARK. Contact: (510)783-2803.

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Cow Palace
April 12th & April 26th

FREE Internet Seminars by SLIPNET at April 19th Show

Oakland Convention Center
April 19th & May 3rd

1-800-243-7041 www.robertaustin.com

Resources

Calendar Of Events *continued...*

May 5–6 RF and Wireless Made Simple. Los Altos. Besser Associates. Contact: (415)949-3300.

May 5–6 Venture Market West. Monterey. The Red Herring. Contact: (415)865-2277 or URL: *http://www.herring.com/events* .

May 4–7 Technical Association of the Graphic Arts (TAGA) '97. Quebec City, Quebec, Canada. Contact: (716)475-7470.

May 12–16 DB/EXPO '97. San Francisco. Contact: 1-800-2DB-EXPO, or URL: *http://www.DBEXPO.com* .

May 12–16 Applied RF and Wireless Techniques I. Los Altos. Besser Associates. Contact: (415)949-3300.

May 15–16 EM Field Simulator Made Practical. Los Altos. Besser Associates. Contact: (415)949-3300.

May 17 Computer Show. Santa Clara Fairgrounds. Contact: (415)493-8209 or URL: *http://www.inetbiz.com/pam* .

May 19–20 Nonlinear RF Circuit Design/ Modeling with Spice. Los Altos. Besser Associates. Contact: (415)949-3300.

May 19–21 RF Productivity Improvement. Los Altos. Besser Associates. Contact: (415)949-3300.

May 19–22 PC Tech Forum: Winning Technology Strategies for Personal Computing. Burlingame. Contact: 1-800-527-0288, or URL: *http://www.chipanalyst.com/pctfnow* .

May 21–23 Digital Signal Processing. Los Altos. Besser Associates. Contact: (415)949-3300.

May 24 Robert Austin Computer Show. San Francisco. Robert Austin Corp. Contact: 1-800-346-0100 or URL: *http://www.robertaustin.com* .

May 28–30 Forum for Handheld Computing in Healthcare. Boston, MA. Contact: (415)252-8008, *info@wmsltd.com* or URL: *http://www.pda-expo.com* .

May 31 Robert Austin Computer Show. Oakland. Robert Austin Corp. Contact: 1-800-346-0100 or URL: *http://www.robertaustin.com* .

June

June 1 Livermore Amateur Radio Klub (LARK) Swap Meet. Las Positas College, Livermore. LARK. Contact: (510)783-2803.

June 1–5 1997 ICA Annual SuperConference. New Orleans, LA. Contact: 1-800-422-4636, ext. 138.

June 4–5 Storage Track Conference. San Francisco. Dataquest. Contact: (714)476-9117, or URL: *http://www.dataquest.com* .

June 8–12 International Conference on Communications (ICC) '97. Montréal, Québec. Contact: (905)615-6660, or *johnst@stentor.ca* .

June 14 Robert Austin Computer Show. San Francisco. Robert Austin Corp. Contact: 1-800-346-0100 or URL: *http://www.robertaustin.com* .

June 16–19 Third Conference on Object-Oriented Technologies and Systems (COOTS '97). San Diego. Contact: (714)588-8649, *conference@usenix.org* , or URL: *http://www.usenix.org* .

June 17–19 DCI's Data Warehouse World OLAP Forum. Santa Clara. DCI. Contact: (508)470-3870.

June 21 Robert Austin Computer Show. Oakland. Robert Austin Corp. Contact: 1-800-346-0100 or URL: *http://www.robertaustin.com* .

June 21 Computer Show. Santa Clara Fairgrounds. Contact: (415)493-8209 or URL: *http://www.inetbiz.com/pam* .

June 30–July 1 Enterprise Outlook. Burlingame. Contact: (212)343-1900, or URL: *http://www. tpsite.com* .

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June 30–July 2 Potlatch National Educational Computing Conference (NECC) '97. Seattle, WA. Contact: 1-800-280-6218, *necc97@wce.wwu.edu* , or URL: *http://www.wce.wwu.edu/necc97* .

Classes, Seminars, Workshops

April

April 1 Video Production with Adobe Premiere 4.2. Santa Clara. Santa Clara Adult Education Center. Contact: Christine, (408)984-6220.

April 1 RoboHelp. San Francisco. Webster Institute of Technical Skills. Contact: (415)242-1222 or URL: *http://www.techwriters.com/* .

April 1 Goldmine. San Jose. Computer Training Consultants. Contact: (408)241-3200.

April 2 Video Production with Adobe Premiere 4.2. Santa Clara. Santa Clara Adult Education Center. Contact: Christine, (408)984-6220.

April 2 Introduction to Windows Class. Walnut Creek. Computer Education Center. Contact: (510)937-2566.

April 2 Introduction to Windows 95. Menlo Park. Computer College of Silicon Valley. Contact: (415)325-3648, or *ccsv@ccsv.com* .

April 2 Persuasion 1 for Mac. San Jose. Computer Training Consultants. Contact: (408)241-3200.

April 2 Advanced Web Authoring. Campbell. DeVries Data Systems, Inc. Contact: Alex, (408)866-8033.

April 3 QuickTime 1: Introduction to Premiere. San Francisco. Center for Electronic Art. Contact: (415)512-9300, *info@cea.edu* , or URL: *http://www.cea.edu/* .

April 3 Securing Your Applications in Microsoft Access. San Francisco. UC Berkeley Extension. Contact: (510)642-4111.

April 3 Lotus 1-2-3 5 for Windows. San Jose. Computer Training Consultants. Contact: (408)241-3200.

April 3 Introduction to Word for Windows Class. Walnut Creek. Computer Education Center. Contact: (510)937-2566.

April 3–4 HP Laser Printer Repair and Maintenance. Oakland. Hands-On Training Center. Contact: (510)836-2040.

April 3–5 PCB Design for Surface Mount Devices Workshop. Santa Clara. The Copper Connection. Contact: (408)970-9838.

April 4 Graphic Design for Non-Designers 1. San Francisco. Center for Electronic Art. Contact: (415)512-9300, *info@cea.edu* , or URL: *http://www.cea.edu/* .

April 4 QuarkXPress 1. San Francisco. Center for Electronic Art. Contact: (415)512-9300, *info@cea.edu* , or URL: *http://www.cea.edu/* .

April 4 Pagemaker 6. San Jose. Computer Training Consultants. Contact: (408)241-3200.

April 5 Internet and World Wide Web 101. San Francisco. Center for Electronic Art. Contact: (415)512-9300, *info@cea.edu* , or URL: *http://www.cea.edu/* .

April 5 Advanced Illustrator. Berkeley. Kala Institute. Contact: (510)549-2977, or URL: *http://www.kala.org* .

April 5 File Transfer on the Internet. Menlo Park. Computer College of Silicon Valley. Contact: (415)325-3648, or *ccsv@ccsv.com* .

April 7 Free Microsoft Exchange Presentation. San Jose. Contact: (408)281-5818.

April 7 UNIX User Basic. San Jose. Computer Training Consultants. Contact: (408)241-3200.

April 7 Introduction to WordPerfect for Windows Class. Walnut Creek. Computer Education Center. Contact: (510)937-2566.

April 7–10 Professional AutoCAD Level I 2D. Santa Clara. The Copper Connection. Contact: (408)970-9838.

April 8 Electric Image 1: Animation/Geometry. San Francisco. Center for Electronic Art. Contact: (415)512-9300, *info@cea.edu* , or URL: *http://www.cea.edu/* .

April 8 QuarkXPress 3 for Mac. San Jose. Computer Training Consultants. Contact: (408)241-3200.

April 8 PC Hardware Fundamentals. Oakland. Hands-On Training Center. Contact: (510)836-2040.

April 8 Conducting Market Research Using the Internet and the Web. Campbell. DeVries Data Systems, Inc. Contact: (408)866-8033.

April 8 Doing Business on the Internet. Menlo Park. Computer College of Silicon Valley. Contact: (415)325-3648, or *ccsv@ccsv.com* .

April 8 Making Web Pages–Introduction to HTML. Menlo Park. Computer College of Silicon Valley. Contact: (415)325-3648, or *ccsv@ccsv.com* .

April 9 Introduction to QuarkXPress. Berkeley. Kala Institute. Contact: (510)549-2977, or URL: *http://www.kala.org* .

April 9 Introduction to HTML Authoring. Campbell. DeVries Data Systems, Inc. Contact: (408)866-8033.

April 9 FileMaker Pro 3. San Jose. Computer Training Consultants. Contact: (408)241-3200.

April 9 Information Retreival on the Internet. Menlo Park. Computer College of Silicon Valley. Contact: (415)325-3648, or *ccsv@ccsv.com* .

April 9–11 LAN and Network Hardware Fundamentals: From A to Z. Oakland. Hands-On Training Center. Contact: (510)836-2040.

April 10 Illustrator 1 for Mac. San Jose. Computer Training Consultants. Contact: (408)241-3200.

April 10 Intermediate WordPerfect for Windows Class. Walnut Creek. Computer Education Center. Contact: (510)937-2566.

April 10 Making Web Pages–Forms and Scripts. Menlo Park. Computer College of Silicon Valley. Contact: (415)325-3648, or *ccsv@ccsv.com* .

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April 19th PC Show
May 17th (Saturday)
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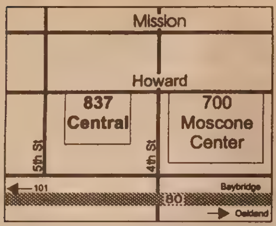

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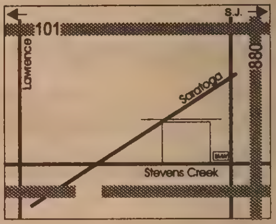

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ADAPTEC

1522A Fast SCSI Board, 3Mb/s / w. Kit	79/145
1542CP SCSI Board, 10Mb/s / w. Kit	169/239
2940 SCSI PCI w. Kit oem / reg	209/229
2940U SCSI PCI w. Kit oem / reg	225/249
2940UW Ultra Wide-SCSI PCI w. Kit oem	265
AHA3940U PCI Multi-Channel SCSI	399
AHA3940UW Ultra-Wide w. Kit	479
APA1460 Slim PCMCIA SCSI	165
ASW-EZ SCSI 3.1 for Dos & Windows	59
ASW-EZ SCSI 4.0 for Win'95	69

ASUS

PCI-AS2940UW SCSI & 16-bit audio adapter	229
SC200 SCSI-2 PCI (w. NCR chips)	79

COREL

Corel SCSI Software v2.5	85

FUJITSU

PCMCIA Type II SCSI-2 10MB/s	199

INITIO

INI-9100U PCI SCSI Kit oem / reg	149/175
INI-9100UW PCI Ultra-Wide SCSI Kit oem / reg	185/225

KOUWELL

KW557A IDE/ 1.44/ 2S(FiFo)/ ECP/ 1G	29

LDP (Lomas Data)

Fast PCI SCSI-2 10Mb/s	**(139)*
PCI Fast 20, Ultra Wide SCSI, 40Mb/s	215

NEW MEDIA

Basic SCSI DB25 PCMCIA	99
Bustoaster SCSI-2 PCMCIA	165

SIIG (5 yr. warranty)

CN2420 EIDE 4HD 16 bit ISA	39
CN2419 EIDE 4HD/ 2FD 16 bit ISA	59
CN2424 EIDE 4HD/ 2FD/ 2S 1P 1G/ 16550 & IEEE1284	79

OTHERS

DIAMOND SCSi Contorller	189
PROMISE EIDE 2300 Plus IDE/ 4HD/ 2S 1P/ 16550	59
WD SCSI-2 PCI	79

4. CPU

AMD

AMD-X5-133 / AMD-K5-75	45/45
AMD-K5-100 / AMD-K5-133	79/99

CYRIX (w. fan)

6x86-P150+ (3.5V)	125
6x86-P166+ (3.5V) / 6x86L-P166+ (2.8V)	162/165
6x86-P200+ (3.5V) / 6x86L-P200+ (2.8V)	247/249

INTEL

486 DX2-66 / 486 DX4-100	45/49
MMX-166Mhz Pentium® (3 yr. warranty)	449
MMX-200Mhz Pentium® (3 yr. warranty)	699
P54C -100MHz / P54C-120Mhz Pentium®	109/115
P54C -133MHz / P54C-150Mhz Pentium®	145/175
P54C -166MHz / P54C-200Mzh Pentium®	309/519
133MHz Pentium® w. fan (3 yr. warranty)	**(159)*
150MHz Pentium® w. fan (3 yr. warranty)	**(199)*
166MHz Pentium® w. fan (3 yr. warranty)	329
200MHz Pentium® w. fan (3 yr. warranty)	549
Pentium® Pro 180Mhz w. fan	529
Pentium® Pro 180MHz w. fan (3 yr. warranty)	549
Pentium® Pro 200MHz w. fan & 256k	705
Pentium® Pro 200Mhz w. fan, 256k, 3 yr warranty	715
Pentium® Pro 200MHz w. fan & 512k	1449

OverDrive®:

Pentium® 63Mhz (fr 486-25 or DX2-50)	149
Pentium® 83Mhz (fr 486-33 or DX2-66)	199
Pentium® 133Mhz (fr 586-60 / 66)	275
Pentium® 166Mhz (fr 586-100)	485

OTHERS

Cooling Fan for 486 CPU	4.95
Cooling Fan for Pentium® processor	6.95

5. DIGITIZER

SUMMASKETCH

III 12 x 12, 4 or 16 button cursor / stylus	**(249)*
III 12 x 18, 4 button cursor	**(395)*
- 2 button stylus for III	39

WACOM

Art Pad II 4x5, w. Erasing Ultra Pen for PC	135
- w. Fractal Dabbler	155
Art Pad II 4x5, for MAC	139
Art Z II 6x8, w. Erasing Ultra Pen for PC	**(299)*
- for MAC	309
Art Z II 12x12, w. Erasing Ultra Pen for PC	425
- for MAC	429
Art Z II 12x18, w. Erasing Ultra Pen for PC	685
UD-2 Mac Kit	45
UD-520 4-button Cursor	109
UP-201 Pressure Stylus	49.95
UP-701E Erasing Ultra Pen	69.95

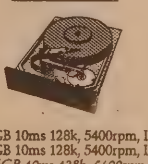
6. DRIVE

FLOPPY DRIVE :

TEAC

1.2MB 5.25"	43
1.44MB 3.5" / w. frame	27/31
Dual - 1.2MB & 1.44MB	85

HARD DRIVE :



FUJITSU

M1636TAU 1.2GB 10ms 128k, 5400rpm, IDE	189
M1623TAU 1.7GB 10ms 128k, 5400rpm, IDE	209
M1624TAU 2.16GB 10ms 128k, 5400rpm, IDE	**(235)*
M1638TAU 2.56GB 10ms 128k, 5400rpm, IDE	255
M2954SYU 4GB 8ms 512k, 7200rpm, SCSI-2	815
M2954QAU 4GB 8ms Wide-SCSI	929
M2949SYU 9GB 10ms 512k SCSI	**(1695)*

IBM

DORS-32160 2GB 8.5ms SCSI, 5400rpm	379
DCAS-34300 4.3GB 8.5ms Ultra-Wide SCSI, 5400rpm	749

KINGSTON

PCMCIA 260MB IDE, type III	375
PCMCIA 340MB IDE, type III	445

MAXTOR

MXT-81750A 1.7GB 12ms 64k IDE	209
MXT-82187A 2.1GB 12ms 128k IDE	249
MXT-82560A 2.5GB 10ms 256k IDE	275

QUANTUM

SALE (limit 1 per customer, while supplies last)

FBTM-32110S 2GB SCSI-2	**325**

FBTM-1280A 1.2GB 12ms 128k IDE	199
FBTM-2110AT 2.1GB 10.5ms 128k IDE	229
FBTM-3200AT 3.2GB 11ms 128k IDE	299
FBTM-33840AT 3.8GB 11ms 128k IDE	339
Atlas XP-32150W 2GB 8ms 7200rpm, Fast-Wide SCSi	499
FBTM-3200S 3.2GB 10ms 64k SCSI	399
Atlas-2 45500S 4.3GB 8ms 512k Ultra SCSI	899
Atlas-2 4550W 4.3GB 9ms 512k Ultra-Wide-SCSI	949

SEAGATE

ST-31276A 1.2GB 12ms 64k IDE 1" ht.	195
ST-32132A 2.1GB 12.5ms 128k IDE	239
ST-51080N 1GB 12.5ms 128k SCSI	269
ST-32171N 2GB Ultra-SCSI	665
ST-32171W 2GB Ultra-Wide SCSI	715
ST-34371N 4GB Ultra SCSI	965
ST-34371W 4GB Ultra-Wide SCSI	1045
ST-1917N 9GB Ultra SCSI	2095

TOSHIBA (notebook drive)

PCMCIA 262MB IDE	425
MK1002MAV 1GB 13ms 128k IDE 2.5"	239
MK1301MAV 1.3GB 13ms 128k IDE 2.5"	259

WESTERN DIGITAL

SALE (limit 1 per customer, while supplies last)

WD-33100 3GB 12ms 128k IDE	**299**

WD-21200 1.2GB 11ms 128k IDE	**(205)*
WD-21600 1.6GB 10ms 128k IDE	219
WD-22100 2.1GB 12ms 128k IDE	249
WD-32500 2.5GB 12ms 128k IDE	269
WDC-AC34000 4GB IDE	379
WDC-E2170 2.17GB Ultra SCSI	615
WDC-E2170 2.17GB Ultra-Wide SCSI	649
WDC-E4360 4.3GB Ultra SCSI	899
WDC-E4360 4.3GB Ultra-Wide SCSI	939

OTHERS

Descartes PCMCIA Card Reader /Writer for PC	109
Mounting Frame for 3.5" Hard / Floppy Drive	4/4
Removable Case for 3.5" HD IDE	23
Removable Case for HDD SCSI	25

REMOVABLE DRIVE :

IOMEGA

SALE (limit 1 per customer, while supplies last)

Jaz Drive 1GB SCSI Int / Ext	**365/459**

Jaz Disk 1GB / 5 Pack	**(99/475)*
Zip Drive 100MB SCSI Int / Ext	189/189
Zip Drive 100MB Parallel	189
- Zip Disk 100MB : Single / 3-Pack	17.95/48
- Zip Disk 100MB : 6-Pack / 10-Pack	95/155
Zip Zoom SCSI Accelerator Card	54

SYQUEST (Mitac)

105MB 3.5" w. cart., SCSI for Mac, Ext	**(155)*
EZ Flyer 230MB Parallel	**(259)*
EZ Flyer 230MB SCSI	269
EZ Disk 230MB	35

7. I/O CARD

FUJITSU

PCMCIA Serial Card	135

KOUWELL

KW508-E Single Parallel Port	12
KW524H 2S /1P /1G	22
KW524J-1 2S /2P w. 16550 chips	29
KW524L 2S(FiFo) / 1P / 1G w. 16550 chips	32

QUICKPATH

FlexPort 42: 4 Serial / 2 Parallel (Bi - Dir), 16550	99

**(price) .... SPECIALS , while supplies last*

http://www.centralcomputer.com for update price & catalog

FlexPort 22EX: 2 Serial / 2 Parallel / 16650	99
PortFolio 550E: 13 Port Multi-I/O, 4 Serial/ 4 FDD/ 2 Parallel/ 2 IDE/ 1G	125

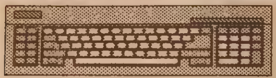
SIIG

Cyberpro 2S Highspeed w. 16650 chips	55
Cyberpro 4S Highspeed w. 16650 chips	89
IO1809 2S/1P w. 16550 chips	39
IIEEE 1284 EPP/ ECP/ Parallel Port	32

STB 4-COM

4 Serial, 16 bit, 16550, support Com 1-8, IRQ (2,3,4,5,10,11,12,15)	99

8. KEYBOARD



FOCUS

FK2001 101 Click / 104 for Win'95	29/35
FK8000 101 w. Calculator	39
FK7200 101 Trackball	37

MICROSOFT

Natural Keyboard oem	69

NORTHGATE OMNI

Omnikey 101P	69
Omnikey Ultra TP	85
Omnikey Evolution/Glide Point	**(109)*

QTRONIX

Scorpius 104+ for Win'95: White / Black	23/24
Scorpius 105 for Mac	32
Scorpius 105 Trackball for Mac	49

SIIG

Minitouch 81-key Click	45
Supertouch 101 Click	53
W104 (for Win'95)	29
Wintouch 104	39

OTHERS

Antec 104: White / Black	21.50/39
BTC 5100 Key Mini (80-key)	35
EZ Key Natural Keyboard	39
Keytronic 104: White / Black	*(29)/45
Maxi 101 / Maxi 124	33/49
Mitsumi 104: model-R / model-ZW	29/16.50
Unikey Natural Keyboard	36

9. MEMORY

DIMM

4 x 72 - 60ns, 168-pin (32MB)	229
8 x 72 - 60ns, 168-pin (64MB)	449

SIMM

1 x 9 - 60ns / 70ns (1MB)	10/10
4 x 9 - 60ns (4MB)	32
1 x 36 - 60ns (4MB, 72 pin)	39
2 x 36 - 60ns (8MB, 72 pin)	75
4 x 36 - 60ns (16MB, 72 pin)	109
8 x 36 - 60ns (32MB, 72 pin)	215
EDO 1 x 32 - 60ns (4MB)	23
EDO 2 x 32 - 60ns (8MB)	45
EDO 4 x 32 - 60ns (16MB)	95
EDO 8 x 32 - 60ns (32MB)	185
Non Parity : 1 x 32 - 60ns	23
Non Parity : 2 x 32 - 60ns	45
Non Parity : 4 x 32 - 60ns	95
Non Parity : 8 x 32 - 60ns	185

NOTEBOOK MEMORY (3rd party)

for AcerNote 374, Nuovo 971/ 972 - 8MB / 16MB / 32MB	95/145/499
for AST Ascentia 950N - 8MB / 16MB	115/165
for AST Ascentia J30 / J50 - 8MB / 16MB / 32MB	85/139/258
for AST Ascentia P30/ P50 - 8MB / 16MB	115/175
for Compaq Armada 4120 / 4130 - 8MB / 16MB / 32MB	95/155/269
for Compaq Contura 410 / 420 / 430 - 4MB / 8MB / 16MB	75/99/155
for DEC HiNote 433 / 450 / 475 - 4MB / 8MB / 16MB	59/89/145
for HP Omnibook 5000 / 5500 - 8MB / 16MB / 32MB	109/165/285
for IBM Thinkpad 365X / 560 / 760EX/ ED/ EL - 8MB / 16MB / 32MB	99/155/525
for NEC Versa 6030X / H - 8MB / 16MB / 32MB	105/165/295
for Panasonic CF-62EX / 25EX - 8MB / 16MB / 32MB	95/145/499
for TI TravelMate 6020 / 6030 - 8MB / 16MB	99/169
for Toshiba T1900 / T4500 / T200CS - 4MB / 8MB / 16MB	89/109/165
for Toshiba Portege 610CT - 8MB / 16MB / 32MB	99/149/259
for Toshiba Portege 650/ 660CDT - 8MB/ 16MB / 32MB	95/145/275
for Toshiba Tecra 710/ 720/ 730CDT - 8MB / 16MB / 32MB	99/149/259
for Toshiba Satellite 430CDS/CDT / 100 / 200CDS/CDT - 8MB / 16MB / 32MB	99/149/259

PCMCIA Flash RAM Card

2MB / 4MB / 8MB / 16MB	105/139/215/335

OTHERS

Memory for Laser Printer upgrades	Call

10. MODEM & FAX

APOLLO

PCMCIA 33.6	129

BOCA

SALE

M144AE 14.4 Online Express Ext	***(69)**
FDV141 14.4 Voice Fax Modem Int	**99**
SE1440 14.4 VSP Sound Express Fax	***(99)**
SE14SRS 14.4 Sound Expression Int	***(125)**
SE34SRS 28.8 Sound Expression Int	***(179)**

DIAMOND

SupraNet Commander ISDN	235

FUJITSU

PCMCIA 28.8 v.34 Type II	279
PCMCIA ISDN	325

HAYES (Prac. Peripherals)

SALE

Accura 33.6 Fax Int / Ext	**149/159**
ESP Single Port	***(85)**
Optima 33.6 v.34 Fax Int	**239**
Optima 288 v.34 Fax Voice Ext	***(199)**
Optima 288 v.34 PCMCIA w. EZ jack	***(199)**
PC288HC 28.8 v.34 Fax, 230K DTE Int	***(219)**
PC288MT 28.8 v.34 Fax Ext	***(229)**
PM288HC 28.8 v.34 Int	***(85)**
PM336HC 33.6 Int	**99**
PM336MT 33.6 Ext	**119**

MAXTECH (GVC)

28.8 Fax Int	**(75)*
N-XPVS 3361 33.6 v.34 w. voice full duplex speakerphone Int	89

MEGAHERTZ

XJ1288 PCMCIA 28.8	**(179)*
XJ4288M PCMCIA Fax, cellular w. Motorola cable	249
XJ4336 Cellular Ready 33.6	**(225)*

MICROCOM

Deskporte 28.8S V.34 Fax Ext	**(165)*
Deskporte 28.8P V.34 Ext Parallel	**(195)*
Officeporte 33.6 Voice ASVD Ext	155

MOTOROLA

SALE

BitSerfer TA210 ISDN Ext	***(249)**
BitSerfer Pro ISA ISDN Int	***(298)**
BitSerfer Pro ISDN Multilink PPP Ext	**325**
Modem Serfer 33.6 Int / Ext	**134/149**
Montana PCMCIA 33.6	***(215)**
Online Serfer 28.8 Fax Int / Ext	***(119/135)**
Premier 33.6 Modem Int / Ext	***(215/229)**
Voice Serfer 33.6 Int / Ext	**155/169**

SUPRA EXPRESS

33.6 Fax PNP Int oem	95
33.6 Fax PNP & Voice Int oem	99

US ROBOTICS

SALE

Courier I-Modem #1 with Analog Int / Ext	295/355
Courier I-Modem #2 v.34 w. NT1 Int / Ext	*(245)/335
Courier I-Modem #3 v.34 Int / Ext	235/*(265)
Courier V. Everything 33.6 Int / Ext	**(215/239)*
Courier PCMCIA 28.8	279
Sportster 14.4 Fax Void Modem Ext	69
Sportster ISDN 128k Int	245
Sportster 28.8 Win Modem Int	109
Sportster v.34 33.6 Fax & Voice for MAC	215
Sportster v.34 33.6 Fax/ Voice / Speaker Phone Int oem	129
Sportster v.34 33.6 Fax/ Voice / Speaker Phone Int reg	159
Sportster v.34 33.6 Fax/ Voice Mail/ Speaker Phone Ext	189
Sportster 56K Int / Ext	179/199
Sportster PCMCIA Fax v.34 28.8	**(199)*
Total Control Modem: Pool/8	2950
Total Control Modem: Pool/16	5560

WISECOM

WS-2814IS6/W 28.8 Data/ Fax/ Voice Int	**(99)*

XIRCOM

CM-28 28.8 Fax PCMCIA	**(179)*
CM-33 33.6 Fax PCMCIA	229

ZOOM

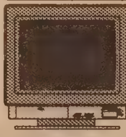
28.8 v.34 14.4 Fax Int / Ext	**(99/125)*
Comstar 28.8 Voice v.34 Tel Int	**(139)*
33.6 Fax Modem Int	**(115)*

OTHERS

3D Fax Pal: 0.5MB / 2MB	135/179
CommShare 550 Phone & Fax Auto-switch	**(69)*
CommShare 750 4 Port Switching	**(89)*

11. MONITOR

20 big Monitors on display



ACCESSORIES :

3M Monitor Lens: 15" / 17" / 21"	39.95/49.95/99.95
VGA Monitor Splitter : 4 Port / 8 Port	155/195
VGA, Keyboard Switch : 4 Way	19.95
VGA, Keyboard & Mouse Switch : 2 Way	24.95
VGA, Keyboard & Mouse Switch : 4 Way	34.95
VGA Switch 1 to 4 Way	13.95

ARTMEDIA (Sony oem)

T1664 15" 1280 x 1024 .25	339
TN1885T 17" 1280 x 1024 .25, 76hz	875
TX1864 17" 1280 x 1024 60hz	645

EYE Q

SM1411 14" Flat Mono Amber	85
SM1418 14" SVGA Mono	99

DIGIVIEW

SALE

HR-1709D 17" 1600 x 1200 .25 NI	**675**
HR-1434 14" 1024 x 768 .28 NI	195
HR-1508+ 15" 1280 x 1024 .28	295
HR-1708 17" 1280 x 1024 .28	545

GREEN MATE

14" 1024 x 768 .28 NI	195
15" 1280 x 1024 .28 NI	275

HITACHI SuperScan®

CM500U 15" Flat 1280 x 1024 .28 NI, 65hz	325
CM600U 17" Flat 1280 x 1024 .28 NI, 60hz	525
CM611U 17" 1600 x 1280 .22 NI, 69hz	679
CM2011M 20" 1600 x 1200 .28 NI	1165
CM800U 21" 1600 x 1200 .22 NI	1399
CM802U 21" 1600 x 1200 .22 NI	1729
CM803U 21" 1800 x 1440 .22 NI, 77hz	1889

IBM (touch screen)

G41T 14" Touch Monitor .28	895
G50T 15" Touch Monitor .28	985
G70 17" 1280 x 1024 .28, 60hz, FST	785
G70T 17" Touch Monitor .28	1465
P70 17" 1600 x 1200 .26, 60hz	995
G200 20" 1600 x 1200 .28, 60hz	1385
P200 20" 1600 x 1280 .31, 60hz	1785
P201 20" 1600 x 1200 .26mm, 85hz	2445

IIYAMA

SALE

MT-9017E 17" 1600 x 1200 .25, 72hz, NI	**699**
MF-8617E 17" 1600 x 1200 .26, 69hz, NI	**579**
MF-8221E 21" 1600 x 1280 .22, 76hz, NI	**1345**
MT-9021E 21" 1600 x 1280 .30, 76hz, NI	**1375**
MF-8515G 15" 1280 x 1024 .28 NI	339

JFTON (NEC oem)

TE-760 17" 1280 x 1024 .28 NI	499

KFC

CA1515DS 15" Flat 1280 x 1024 .28	**(319)*

LEO

14S 14" 1024 x 768 .28	199
15M 15" 1280 x 1024 .28	269

MAG

DX15T 15" 1280 x 1024 .26 NI	**(359)*
DX1795 17" 1280 x 1024 .28	**(545)*
DX700T 17" 1280 x 1024 .25	689

MAXTECH (GVC)

XT-4888 14" 1024 x 768 .28	195
XT-5988 15" 1280 x 1024 .28 NI	265
XT-7800 17" 1280 x 1024 .28 NI	485

NANAO

FX-C5 17" 1280 x 1024 .26 NI	759
FX-C6 17" 1280 x 1024 .26 NI	839
T2.17TS 17" 1280 x 1024 .25, Diamondtron	899
TX-C7S 17" 1600 x 1200 .25, Trinitron	999
T2.20 20" 1600 x 1280 .30 NI, Trinitron	1759
FX2.21 21" 1600 x 1280 .26	2865

NEC

C500 15" 1280 x 1024 .28, plug & play	359
M500 15" 1280 x 1024 .25 NI	**(369)*
XV15 Plus 15" 1024 x 768 .28	369
M700 1280 x 1024 .25 NI	**(759)*
P750 17" 1600 x 1200 .25	889
XV17 Plus 17" 1600 x 1200 .28 NI	**(699)*
P1150 21" 1600 x 1200 .25, 75Hz	1969
XE21 21" 1280 x 1024 .28 NI	**(1595)*
XM3750 37" 1024 x 768 Multimedia Monitor	5475
XP3778 37" 1280 x 1024 Data Monitor	7795

NOKIA

447L 17" 1024 x 768 .28 NI	**(669)*
447Xi 17" 1600 x 1280 .25 NI	**(859)*
445Xi 21" 1600 x 1200 .26 NI	1699

OPTIQUEST

V655 15" 1280 x 1024 .28 NI, Digital	329
V775 17" 1600 x 1200 .26 NI	625
2082DC 20" 1600 x 1200 .28	1199

PANASONIC

P17 Pro 17" 1600 x 1280 .25 NI	**(725)*
S17 17" 1024 x 768 .27	615
P21 Pro 21" 1800 x 1440 .28mm	**(1675)*
S21 21" 1600 x 1280 .25 NI	1495

PRINCETON

EO70 17" 1280 x 1024 .28 NI	525
EO75 17" 1600 x 1280 .26 NI	619

PROTON

GM1764 17" Flat 1280 x 1024 .28 NI	525

SAMSUNG

17GLi 17" 1280 x 1024 .28 NI, at 60Hz	685
17GLSi 17" 1600 x 1200 .26 NI, at 68Hz	725
20GLSi 20" 1600 x 1200 .28 NI, at 66Hz	1235

SHAMROCK

SRC-1407 14" 1024 x 768 .28 NI, Digital	209
SRC-1502L 15" 1280 x 1024 .28 NI, Digital	279
SRC-1703LD 17" 1280 x 1024 .28 NI, Digital	499
SRC-705 17" 1600 x 1280 .26 NI, Digital	549
SRC-2102L 1600 x 1280 Ni	**(1125)*

SONY

CPD-100SF 15" 1280 x 1024 .25, 60hz	369
CPD-100SX 15" 1280 x 1024 .25, 60hz	409
17SEII 17" 1600 x 12000 .25 NI, plug & play	**(899)*
CPD-200SF 17" 1280 x 1024 .25 NI, 75hz	769
CPD-200SX 17" 1280 x 1024 .25 NI, 60hz, PNP	675
20SEII 20" 1600 x 1200 .25 NI	1799
CPD-300SFT 20" 1280 x 1024 .30, 80hz	1575

TVS

9" 1024 x 768 VGA Mono	119

VIEWSONIC

E641 14" 1024 x 768 .28 NI	235
E655 15" 1024 x 768 .28 NI	319
15GA 15" 1280 x 1024 .28 NI, built-in speakers	**(389)*
15GS 15" 1024 x 768 .28 NI	359
17EA 17" 1280 x 1024 .28 NI, plug & play	599
17GA 17" 1280 x 1024 .27 NI, plug & play	**(639)*
17GS 17" 1280 x 1024 .27 NI	589
17PS 17" 1600 x 1280 .25 NI, Pn'P, TCO	**(675)*
GT770 17" 1280 x 1024 .25	669
PT770 17" 1600 x 1280 .25	739
PT775 17" 1600 x 1280 .25, Sonictron	895
G800 20" 1600 x 1280 .28 NI	1065
GT800 20" 1600 x 1280 .30, Sonictron	1179
G810 21" 1600 x 1280 .30	1389
P810 21" 1600 x 1280 .25	1455
P815 21" 1800 x 1440 .25 NI	**(1565)*
PT813 21" 1600 x 1280	1565
29GA 29" 1280 x 1024 .75 stripe pitch	**(2295)*

12. MOTHERBOARD

ASUS (w/o cpu)

P55T2P4 586-200, PCI, 512k, Burst SRAM	165
P55TVP4 586-200Mhz, PCI, T3, 256k Burst SRAM	155
P6NP5 Pro 200Mhz, w. IDE I/O & 440FX chipset	289
P65UP5 Pro 200Mhz, dual Pentium® slots	625
XP55T2P4 586-200, PCI, ATX, 512k Burst SRAM	175

DFI (w/o cpu)

G586IPV P-200, 4PCI, 3ISA 256k	139
G586IPC P-200, ECC & Parity supported	195
G586VPS Pro-200Mhz, 256k, 4PCI, 4ISA	255

FIC (w/o cpu)

PA-2005 586-200, 256k, IDE I/O, VIA chipset	119
PT-2006 586-200, 512k, T3, IDE I/O	125
PT-2200 586-200, 512k, T2, IDE I/O	135
VT-501 586-200, 256k, T3, IDE I/O	109

INTEL (w/o cpu)

Marl 586-200Mhz, 256k, ATX	135
PR440FX P-200Mhz, dual Pentium® slots	649
Venus Pro-200, IDE I/O, w. 440FX oem / reg	255/299
Tucson II P-200Mhz, w. 512k & sound	199

J-BOND (w/o cpu)

PCI500C-H2: P-200, 256k, EIDE, 430VX	115
- w. AHA-2940 SCSI on board, 256k	195
- upgrade 256k cache	add 15
PCI500C-G2: P-200, 4PCI, EIDE, 430VX, 256k	125
PCI500C-G2: P-200, 4PCI, EIDE, 430VX, 512k	135
- w. AHA-2940UW SCSI on board, 512k	295
PCI600A: Pro-200, 4PCI, IRDA, 440FX	245
- w. AHA-2940UW SCSI on board	385

**(price) .... SPECIALS , while supplies last*

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LARGEST SELECTION IN THE BAY AREA

MONITOR CD NETWORK NOTEBOOK

M-TECH (w/o cpu)

486-DX2-66 256k VESA, 30-pin & 72-pin	99
486-DX4-133 256k PCI, 30-pin & 72-pin	115
586-200Mhz PCI, 30-pin & 72-pin, 256k Burst SRAM	139
586-200Mhz 256k w. Burst SRAM, T2, IDE I/O	145
586-200Mhz 256k Burst SRAM, T3, IDE I/O	125
Mustang-R534 586-200Mhz, 512k, w. IDE I/O	169

SUPERMICRO USA (w/o cpu)

P55CMS 586-90 / 200 256k, PCI, built-in IDE I/O	
- w. Burst SRAM 256k / 512k	175/189
P5STE 586-166 256k, PCI, built-in EIDE I/O, T2	
- w. Burst SRAM 256k / 512k	179/195
P6DNF Pro 200Mhz, dual Pentium® slots, w. IDE I/O & 440FX chipset	**(469)*
P6DNE Pro 200Mhz, dual Pentium® slots	399
P6DNH Pro 200Mhz, dual Pentium® slots, w. IDE I/O & 440FX chipset	1025
P6SNE Pro 200Mhz, w. IDE I/O & 440FX	289
P6SNS Pro 200Mhz, w. 2940UW	389
P6SNA Pro 200Mhz, ATX	279

TYAN (w/o cpu)

1470 Titan VX w. 256k Pipeline cache	155
- upgrade 256k cache	add 20
1472 Titan VX w. 256k Pipeline cache, ATX	159
1563S Tomcat III P-200, 512k, 430HX	175
1563D Tomcat III P-200, 512k, dual	239
1662S Titan Pro-200, 3ISA, 5PCI, 440FX	279
1662D Titan Pro-200, dual, 440FX	425
1668D Titan Pro-200, dual, ATX	429
1672S Tacoma Pro-200, 440FX, ATX	275

13. MOUSE & JOYSTICK

KENSINGTON

Expert Bus 5.0	115
Expert Serial & Trackball 5.0	**(89)*
Mouse in a Box	**(29.95)*
Thinking Mouse (Serial & PS/2)	**(59)*

LOGITECH

Cordless Mouseman 96 / Pro	69/75
Mouseman 96 / Mouseman Bus	52/64
Mouseman Sensa	29
Serial Combo PC & PS/2 oem / reg	32/45
Trackman Live Cordless	125
Trackman Marble for Win'95 oem / reg	59/82

MICROSOFT

Ballpoint Mouse 2.0 (for notebook)	69
Bus 2.0 400dpi w. Bus Card oem / 5-Pack	65/325
Easyball w. Freddi Fish CD	49.95
Home Mouse Serial	29
IntelliMouse 3.0 for Win'95 ($20 Rebate) / 5-pk	*(69)/275
PS/2 2.0 (round connector) oem / reg	35/59
Serial 2.0 400dpi oem / reg	29/55

MOUSE SYSTEMS

Mousel Serial w. Pad	19
Omni Mouse (new version)	26
PC Mouse III (3-button optical)	49.50
PC Trackball II	39.95
ProAgio (5-button serial)	39
Serial Bus Card (9IRQs) - 5 com.	29

NEC

2-button King Mouse	24

QTRONIX

Lynx 90 Ergonomic w. mouse pad	18
Lynx 95 Ergonomic	16

OTHERS

AGILER ATB-610 Serial Trackball	19.95
AGILER Bus Mouse	23
ANCER 3-button Black	19
ANTEC Serial Mouse	**(6.95)*

JOYSTICK :

C.H. PRODUCTS

Flight Stick Pro	53
Pro Pedals	79.95
Virtual Pilot Pro (Yoke)	75

LOGITECH

Wingman Extreme oem / reg	39/47
Wingman Standard w. free CD	**(29)*

MICROSOFT

Side Winder 1.0	29
Side Winder 3D Pro	67
Side Winder Game Pad	39

QTRONIX

Orion 90 (joystick)	18.50
Orion 95 (game pad)	9.50

THRUSTMASTER

ACM Gamecard	29.95
F-16 FLCS / F-16 TQS	125/129
Flight Control System MK II / w. US Navy Fighters	65/79
Flight Control System Pro	108
Formula T2 / Rudder Control	119/109
UPROM / Weapon Control MK II	29.95/109
Wizzard (pinball controller + Royal Flush CD)	39
XL Action / w. EF2000 game	28/33.95

14. NETWORK

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3COM

3C250A FMS 100BaseTX Fast 12 Port HUB	**(1295)*
3C509B TPO oem	**(69)*
3C509B TP+AUI oem	**(75)*
3C509B-TPC (TP + BNC) oem / reg	89/115
3C509B Combo oem / reg / 5-Pack	94/119/525
3C515-TX Fast 10/100 ISA oem	145
3C562C PC-Card Modem 33.6 + Lan TPO	299
3C562C PC-Card Modem 33.6 + Lan Combo	339
3C589C PCMCIA TP / 5-Pack	*(139)/675
3C589C PCMCIA Combo / 5-Pack	*(179)/875
3C597-TX EISA 10/100 TP	239
3C862 Impact ISDN U-Interface (w. NT1) Int	**(345)*
3C882 Impact IQ ISDN with V.32bis Ext	**(335)*
3C900 PCI TPO oem / reg.	*(69)/115
3C900 PCI Combo oem / reg	*(99)/135
3C905-TX PCI 10/100 TP oem / reg	**(79/99)*
- 20-Pack	**(1350)*
3C16170 Link Builder (12TP)	325
3C16400 Superstack II 12 Port Switch Hub	**(395)*
3C16670A Superstack II 12 Port Hub	**(469)*
3C16671A Superstack II 24 Port Hub	**(825)*
3C16700 TPO Office Connect HUB (8TP)	**(119)*
3C16701 TPC Office Connect HUB (8TP + BNC)	**(149)*
3C16710 TPM Office Connect Hub + Management	459
3C16720 Office Connect 100 HUB 8 Port	**(665)*
3C16730 Office Connect 10/100 Switch 4TP 1 Fast	**(875)*
3C16901A Switch 1000 12 Port 1 Fast	2145
3C16900A Switch 1000 24 Port 1 Fast	**(2695)*
3C16941A Switch 3000TX 8 of 100TX Port	5295
LANPLEX products	**call**

ADAPTEC

ANA-6901 32 PCI Full Duplex TP / Combo	**(85/99)*
ANA-6904 32 PCI 4-Port Full Duplex TP	399
ANA-6910TX PCI Fast-TX, 32 bit bus mastering	175
ATM 25.6Mb/s PCI with 128k / 512k	299/389
ATM 155 Mb/s 512k PCI UTP	725
EM525 Ethernet 16 Combo	**(69)*
EM932 EISA 32 bit Coax / TP	**(198/199)*

ALLIED TELESYN

MR820TR MicroHub 8 Port (8TP + AUI + BNC)	125
Workgroup Hub 3012TR 12 Port (12TP+AUI+BNC)	199
Workgroup Hub 3016TR 16 Port (16TP+AUI+BNC)	239
Workgroup Hub 3024TR 24 Port (24TP+AUI+BNC)	279

ARTISOFT

Corstream Server 5-user (8340)	**(399)*
Lantastic 7.0 for Single - CD / FD	85/89
Lantastic 7.0 10-user - CD / FD	355/359
Lantastic 7.0 1-user Add On	129
Lantastic 7.0 Starter Kit 2-user - CD+FD	249
Lantastic 7.0 Unlimited User - CD	725
Lantastic PowerSuite :	
- 1 / 5 / 10 / 25-user	149/599/1075/2295
- conversion for 1 / 5 / 10-user	89/345/595
NR-Pro 2000T TP / 10-pack	79/625
NR-Pro 2000A Combo / 10-pack	85/755

ASANTE (for Mac & PC)

10T HUB 8 Port (8TP + 1BNC)	**(115)*
10T HUB 12 Port (12TP + 1BNC + 1AUI)	**(219)*
Fast 100BaseTX 12 Port Hub, stackable	**(1475)*
Fast 100BaseTX 12 Port PNP	**(1195)*
FriendlyNet 5 Port Hub TP	**(69)*
FriendlyNet 8 Port Hub TP	**(79)*

ASCEND

P25-IU-FX: ISDN Pipeline 25 + 4 Ethernet	**(455)*
P25-IU-RTR-FX: ISDN P-25 w. NT1, IP & 4 Ethernet	699
P25-IU-PX: ISDN Pipeline 25 + IP Routing	**(525)*
ISDN Pipeline 50 w. UBRI	**(599)*
- w. Secure Firewall P50	add 350
ISDN Pipeline 75 w. UBRI	**(675)*
- w. Secure Firewall P75	add 350
ISDN P130-UBRI-FT1	**(1295)*
- w. Secure Firewall P130	add 690
MAX200+ (M201 - 4BRIU)	2975
MAX1800 (MX18 - 8BRIU)	**(4995)*

BAY NETWORKS

AT2202001 Bay Stack 100BT 12 Port	1595
CG1001E01 Bay Stack 12 Port	635
CG1001E02 Bay Stack 24 Port	995
Lattislink 2800A: 16TP + 1AUI	559
Lattishub 2803: 16TP + 1AUI Stackable	599
Lattisswitch 28115R 10/100 TP 16 Port	7795

CASTELLE

FaxPress 1500N Ether 1 Line for NW & NT	1995
Office Connect Ether 2P Printer Server	359
Office Connect Ether 1 Line Fax Server	1195

CHEYENNE

Arc Serve 6.0 for Win - 5 to 25-user (netware)	**(395)*
- upgrade Workgroup edition	239
Arc Serve 6.0 for Win - 50 to 1000-user	1095
- upgrade Workgroup edition	415
Arc Serve 6.0 for Win NT Single Server	465
Arc Serve 6.0 for Win NT Enterprise	799
Arc Serve 6.0 for Win NT Workstation	185
Arc Serve for Mac - 5 / 20-user	159/309
Arc Solo Backup s/w for Dos / for Win	119/118
Fax Server NLM 3.01 - 5 / 10 / 25-user	355/639/999
Inoculan for Netware Server 4.0 Unlimited	585
Inoculan for Win'95 (Anti-Virus)	45
Inoculan for Win NT Workstation Client	46
Inoculan for Win NT Single Workstation	59

CISCO

CPA-2514A Router	2250
CPA-202 Personal Office ISDN - BRI w. NT1	425
CPA-751 ISDN BRI	625
CPA-751RO ISDN BRI Remote Office	995

CNet (Advanced Network)

930 PCI PNP Full Duplex	39
2000E+ PNP ISA Combo	28
4020ERP 2 Port Coax Repeater	165
8800TPC HUB: (8TP + BNC)	**(79)*
8816TPC HUB: (16TP + BNC)	**(165)*

DANPEX

2900P2 PCI Combo	**(49)*
3270 Emulation for PC / for PS/2	175/195
5250 Emulation for PC / for PS/2	199/235
6200P2 PCMCIA (type II) BNC+TP	115
7000P3 32bit VLB Combo	**(75)*
9400P3 32bit PCI Combo (DEC, full duplex)	**(69)*
EN-1600 16 Port HUB R.M.	**(195)*
EN-2400 24 Port HUB R.M.	335
ER-200 2-port Repeater Coax	185
ER-400 4-port Repeater Coax	299
ET-510 Translator (UTP to AUI)	107
ET-509 Translator (UTP to BNC)	109
FE-1000TX ISA 10/100BaseTX	**(98)*
FE-1400TX PCI 10/100BaseTX	**(99)*
Print Server (2P 1S) NW / Unix / Appletalk	259

FUJITSU

PCMCIA Ethernet TP / Combo	135/179
PCMCIA Ethernet TP + SCSI	295

HP

Authorized Reseller

Advanced Stack 8 Port HUB (J2610B)	245
Advanced Stack 12 Port HUB	**(535)*
Advanced Stack 24 Port HUB	**(899)*
Advanced Ethernet Hub 8E (J3128A)	185
J2550B Jet Direct TP	299
J2552B Jet Direct Combo	345
J2573A 10/100 VG Selectable ISA	169
J2585B 10/100 VG Selectable PCI	135
J2590A Jet Direct EX Plus 3 for 100VG	549
J2591A Jet DirectEX Plus Combo	295
J2593A Jet DirectEX Plus 3 Combo	439
J2980A Advance Stack 10/100 Lan Switch-16	5295

NETSERVER :

D4311B LX Pro 6/200	13499
D4840A LH Pro 6/200	5799
D4877A E30 5/166	2199
D4933A E40 6/200 Pro	2650
D4946A LD Pro 6/180	4245

IBM

Token Ring 16/4 Turbo ISA (72H3482)	245
Token Ring PCMCIA 16/4 Auto	349

INTEL

EILA 8225 EtherExpress 32 Flash EISA Combo	219
EILA 8265 PRO/100 for EISA	**(199)*
MCLA 8120 MCA TP	175
PILA 8465B PRO/100 PCI TP oem / 5-Pack	**(69/425)*
PILA 8520-TPO PRO/10 PCI oem / 5-Pack	**(64/315)*
PILA 8500 PRO/10 PCI Combo oem / 5-Pk	**(85/425)*
EtherExpress Pro 10 bit cards :	
- PCLA 8200 BNC +AUI +TP oem / reg.	**(89/105)*
- PCLA 8210 BNC+TP oem / reg / 5-Pk.	**(69/95/385)*
- PCLA 8220 TP oem / reg / 5-Pack	**(59/89/315)*
- PCLA 8205 Flash BNC+AUI+TP	135
- PCLA 8215 Flash BNC + TP	125
- PCLA 8225 Flash TP	115
EC100TX Stackable 12 Port 100 TX Hub	**(1195)*
ES100-TX Switching Hub	3395
Netport Express Pro (PCLA 3151)	295
Netport Express Pro/100 (PCLA 2451)	359

LANPRO

EN2000PXA PNP Full Duplex Combo	**(29)*
- w. Novell Personal Netware	**(54)*
EN5100 PCI Combo	79
EN5200PX PCI Combo	**(39)*
EP3020A Pocket Combo	99
Fast 100 HUB 8 Port / Stackable	*(459)/499
Fast 100 HUB 12 Port	699
HUB : 5 Port (5TP)	**(65)*
HUB : 8 Port (8TP + BNC)	**(79)*
HUB : 16 Port (17TP + 2AUI + 2BNC)	**(189)*
SD200 2 Port Easy Switch 10 BT & 100TX	445

MEGAHERTZ

XJ10BT PCMCIA Ethernet TP	**(125)*
XJ10BC PCMCIA Ethernet Combo	**(165)*
XJEM 3336T Modem 33.6 + Lan TP	299
XJEM 3336C Modem 33.6 + Lan Combo	325

MICRODYNE (Eagle)

EH800E 8 Port HUB	**(139)*
EH1200E 12 Port HUB	199
NE 10/100 : ISA / PCI	*(89)/119
NE2000+ TP / 5 pack	**(75/329)*
NE2000+ Combo / 5 pack	**(85/399)*
NE2500 Combo, plug & play oem	**(45)*
NE5500 32 bit PCI Combo	**(109)*

NOVELL

Intra NetWare 4.11:	
- 5 / 10 / 25 / 50-user	675/1295/2295/3095
- 100 / 250 / 500 / 1000-user	4395/7795/15995/30995
Lan Workplace 5.0 single / 10-user	195/1295
Netware 3.12 (3.5" FD)	
- 5 / 10 / 25-user	**(675/1395/1695)*
- 50 / 100-user	2695/3495
Netware Connect 2 Ports / 8 Ports	355/1375
Netware Connect 32 Ports	3895
Netware Management Agents	335
Netware NFS v1.2C	2850
Netware NFS Service 2.1	2195
NFS Client for Lan Workplace	205
Personal Netware oem	35
Unixware Personal Edition v2.01 - CD version	**(99)*
Unixware SDK v2.1 - CD version	**(75)*

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- * Cable installation and repair services
- * Email server / Proxy server
- * Internet Service Provider

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"NETSERVE" Specialist

a division of Central Computer Systems

**(price) .... SPECIALS , while supplies last*

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15. NOTEBOOK / DESKTOP / PALMTOP

ACER

AcerNote Light Multimedia 374+: P-133, 16MB, 1GB, 10X CD, 11.3" TFT	2795
Nuovo 971: P-133Mhz, 16MB, 1.3GB, 6X CD, 28.8 modem, 11.8" TFT	3495
Nuovo 972: P-133Mhz, 16MB, 1.3GB, 6X CD, 28.8 modem, 11.3" Dual Scan	3095
Nuovo 975: P-166MMX, 32MB, 2GB, 10X CD, 33.6 modem, 12.1" TFT	Call

AST (1 yr warranty)

Acentia 950/P-90: 8MB, 1.2GB, 10.4" Active	1795
Acentia 950/P120: 8MB, 1.2GB, 10.4" Active	1975
Acentia J50/P133: 8MB, 800MB, 10.4" TFT	2199
Acentia P50/P133: 8MB, 1.2GB, 4X CD, 11.3" Dual	2799

CHEM USA

ChemBook 6800: 16MB, 1GB, 8X CD, 12.1" Dual Scan, 3 PCMCIA slots,	
- P100/ 133/ 166/ 200	1895/1945/2095/2295
ChemBook 6800: 16MB, 1.3GB, 8X CD, 12.1" TFT,	
- P133Mhz / P166Mhz / P200Mhz	2625/2799/2999
ChemBook 9750: 16MB RAM, 1GB, 8X CD removable 12.1" Dual Scan, video jack,	
- P100Mhz / P133Mhz	1895/1945
- P166Mhz / P200Mhz	2095/2295
- upgrade (for 9750) to 12.1" TFT	add 700
Chembook 9750: 16MB RAM, 2GB, 8X CD, 12.1" TFT, Lithium Ion Battery,	
- P166Mhz / P200Mhz	3145/3345
- P166MMX / P200MMX	3199/3495
- w. 32MB RAM built-in	add 150
- upgrade (fr. 12.1" TFT) to 13.3' TFT	add 575
Internal Battery / External Battery	85/175
With Win'95 loaded	add 90

DFI

(All models includes 2MB video RAM, MPEG s/w, 1.44 FD, 10X CD, Sound, Bag, AC/DC Adapter)

D7300: 11.3" Dual Scan, 8MB, 1.08GB HDD,	
- P100Mhz / P120Mhz / P133Mhz	1999/2019/2089
D7320: 12.1" Active, 8MB, 1.08GB HDD,	
- P100Mhz / P120Mhz / P133MHz	2629/2679/2789
Models w.16MB / 24MB / 32MB built-in	add 85/195/275
Upgrade fr. 1.08GB to 1.3GB HDD	add 125

DIGITAL EQUIPMENT

HiNote VP545: P-150MMX, 16MB RAM, 1.4GB, 6X CD, 12.1" TFT	3995

Notebook Memory see Cat.#9 (pg.2)

EVEREX

48 hr. nationwide direct service

StepNote MX133: 16MB RAM, 1.3GB, 10X CD, Win'95, MS Bundle,	
- w. 12.1" Dual Scan / 11/3" TFT	1845/2395
Upgrade to 2.1GB HDD	add 195

HP

we're Authorized VAR

LAPTOP:

Omnibook 800CS/100 (F1171A): 16MB RAM, 772MB, 10" Dual Scan	2395
Omnibook 800CT/133 (F1175A): 16MB RAM, 1.3GB, 10.4" TFT	3195
Omnibook 5500CT/133 (F1321A): 16MB RAM, 1.35GB, 16-bit Sound, 12.1" Active	3195
Omnibook 5500CTS/120 (F1324A): 16MB RAM, 1.3GB, 16-bit Sound, 10.4" Active	*(2295)
Omnibook 5500CTS/133 (F1320A): 16MB RAM, 2GB, 16-bit Sound, 12.1" Active	*(3495)
Upgrades: 10X CD Rom (F1347A) for 5500	365

DESKTOP:

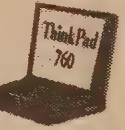
** monitor sold seperate **

Vectra VL4/133 (D4660B): P-133Mhz, 2.5GB, 16MB, Mini-Tower	*(1595)
Vectra XM4/133 (D3977A): P-133Mhz, 16MB RAM, 1.28GB HDD, 1.44FD, Mid Tower, SVGA 1MB, HP Keyboard & Mouse	1745
Vectra XM4/166 (D4224A): P-166Mhz, 16MB, 2.5GB, 1.44FD, Mid Tower, HP Keyboard & Mouse	2665
Vectra XU6/200 (D4349N): P-200Mhz, 32MB RAM, 2GB, SVGA 2MB, Ethernet 10/100, 8X CD, HP Keyboard & Mouse	4495

PALMTOP:

200LX 80 column 2MB (F1061A)	459
200LX 80 column 4MB (F1216A)	549
300LX 2MB	465
320LX 4MB	645

IBM



TP365X: P-133Mhz, 8MB, 1.08GB, 11.3" Dual Scan	1955
TP365XD: P-133Mhz, 8MB, 1.35GB, 4X CD, 11.3" TFT	2995
TP560: P-133Mhz, 8MB, 1.08GB, 12.1" TFT	4195
TP760ED: P-133, 16MB, 2.1GB, 6X CD, 12.1" TFT	5295
TP760EL: P-120Mhz, 8MB, 1.08GB, 12.1" DSTN	2395
TP760EL: P-133Mhz, 16MB, 2.1GB, 12.1" TFT	4585
TP760EL: P-133Mhz, 32MB, 2.1GB, 12.1" TFT	5385

KEYTECH USA

SC9000: 256k, 2MB PCI video RAM, MPEG s/w, 8X CD, 16-bit sound, battery 2 hrs., 16MB, 1.08GB,	
w. 12.1" Dual Scan Color :	
- P120Mhz / P133Mhz	1995/2025
- P166Mhz / P200Mhz	2175/2385
w. 12.1" Active Matrix Color :	
- P120Mhz / P133Mhz	2425/2455
- P166Mhz / P200Mhz	2599/2799

MAXTECH

753TS: 8MB RAM, 1.3GB, 8X CD, 11.8" TFT, support TV video, w. P133Mhz / P166Mhz	2125/2295
Upgrade to 12.1" TFT	add 280

PANASONIC

CF-61: P-150, 16MB, 2.1GB, 6X CD, 12.1" TFT	5275

RIX

AP6400: 16MB, 1.3GB, 11X CD, 12.1" TFT,	
- P133Mhz / P166Mhz / P200Mhz	2465/2645/2845

SAMSUNG

Sens Pro-500/ P-100: 8MB, 1.08GB HDD, 11.3" Dual Scan	1795
Sens Pro-500/ P-120: 16MB, 1.44GB HDD, 12.1" TFT	2895
Sens Pro-500/ P-133: 16MB, 1.44GB HDD, 6X CD, 12.1" TFT	3145
Sens Pro-500/ P-150: 16MB, 2.1GB HDD, 6X CD, 12.1" TFT	3945

SOTEC

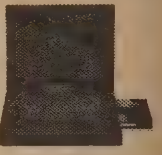
" Ultra Light Weight (4.4lbs on main unit) "

P-133Mhz, 11.3" Active, 256k Burst SRAM, 6X CD, SVGA 1MB, 16MB EDO, 1.44 Removable FD, Triton, 10BaseT Lan port, 16-bit sound, retractable stereo speakers w.Sub-Woofer:	
- with Toshiba HDD 1GB / 1.3GB	3195/3275

TOSHIBA

Portege 650CT: P-133Mhz, 16MB, 1.3GB, 28.8 modem, 11.3" TFT	3695
Portege 660CDT: P-150Mhz, 16MB, 1.35GB, 10X CD, 28.8 modem, 11.3" TFT	4795
Satellite 110CS: P-100, 8MB, 810MB, 11.3" Dual Scan	1285
Satellite 110CT: P-100, 8MB, 810MB, 11.3" TFT	1785
Satellite 200CDS: P-100Mhz, 8MB, 810MB, 6X CD, 11.3" Dual Scan	1595
Satellite 420CDS: P-100Mhz, 8MB, 810MB, 6X CD, 11.3" Dual Scan	1795
Satellite 420CDT: P-100Mhz, 8MB, 1.3GB, 6X CD, 11.3" TFT	2495
Satellite 425CDT: P-100, 8MB, 810MB, 6X CD, 11.3" TFT	2295
Satellite 430CDS: P-120, 16MB, 1.26GB, 10X CD, 11.3" Dual Scan	2165
Satellite 430CDT: P-120, 16MB, 2.02GB, 10X CD, 11.3" TFT	2895
Tecra 720CDT: P-133Mhz, 16MB, 1.2GB, 6X CD, 12.1" TFT	4795
Tecra 730CDT: P-150Mhz, 16MB, 2.1GB, 6X CD, 28.8 modem, 12.1" TFT	5395
Tecra 740CDT: P-166MMX, 16MB, 2.1GB, 10X CD, 28.8 modem, 13.3" TFT	6695

TWINHEAD



Slimnote 700C: 11.3" Dual Scan, 1GB, Win'95, 8MB RAM,	
- P-100Mhz / P-120Mhz	1599/1650
Slimnote 700T: 11.3" Active TFT, 1.2GB, Win'95, 16MB RAM,	
- P-120Mhz / P-133Mhz	2250/2450
Slimnote 700 Docking Unit w. 6X CD	475
Slimnote 9133V: P-133, 11.3" Dual Scan, 1.3GB 16MB RAM, 10X CD, Win'95	2099
- w. built-in modem	add 175
- w. 16MB RAM add-on	add 225
- w. 11.3" TFT	add 426
Slimnote 9133T: P-133, 12.1" TFT, 16MB RAM, 10X CD, 33.6 modem, Win'95,	
- w. 1.3GB HDD / 2.1GB HDD	2999/3185
Slimnote 9150T: P-150, 12.1" TFT, 32MB RAM, 2.1GB, Win'95, 10X CD,	3499
Upgrade: Lithium Ion Battery	add 100

US ROBOTICS

Pilot 1000 Pocket Organizer	*(229)
Pilot 5000 Pocket Organizer	*(279)
- 1MB upgrade	*(99)
- Cable for MAC	25
- Pen 3-pack	7.95

ACCESSORIES

Kensington: MicroSaver	39.95
Port: DEFCOM I (motion-sensor)	49
Targus: Carrying Case	from 29.95

PALINDROME

Network Archivist NLM 3.1A Backup	*(195)

SHIVA

LanRover/2E Plus 3.5 Async TP v.34	1695
NetModem/E 28.8 Ether BNC + TP	1295

SMC

Ether EZ Combo oem / reg	*(79)/115
Ether EZ TP (8416T) oem	*(65)
Elite Ultra 32 EISA Combo	215
Etherpower PCI TP (8432T) oem / reg	*(89/125)
Etherpower PCI Combo oem / reg	*(119/155)
Etherpower PCI 10/100 (9332) oem	*(85)
Tiger HUB: 100TX 8 Port / 16 Port	1195/2395
Tiger HUB: 3212TC (12TP + BNC + AUI)	369
Tiger HUB: 3314T 14 Port	*(475)
Tiger Switch XE 24 Port	6895

WISECOM (5 yr warranty)

D300CT PCI Bus Mastering	44
H008CAT 8 Port HUB (8TP + AUI + BNC)	*(89)
HI16CAT 16 Port HUB (16TP + AUI + BNC)	155
P200CT 16 bit ISA Combo, plug & play	26
R300CT PCI 32 bit Combo, plug & play	34

XIRCOM

CE3-10BT PCMCIA TP	*(125)
CE3-10BC PCMCIA Combo	*(159)
CE3-100BTX 10/100 PCMCIA	169
CEM33-BT 33.6 Modem + Lan TP	295
CEM33-BC 33.6 Modem + Lan Combo	335
PE3-10BT Pocket Adapter TP	*(259)
PE3-10BC Pocket Adapter Combo	*(279)

CABLES & ACCESSORIES :

Custom-made Cables, Cross-Overs available call

16. POWER SUPPLY

AMERICAN POWER CONVERSION

BF-250 Back-UPS Office Kit	135
BK-280 Back-UPS (200W), 2 out	105
BK-400 Back-UPS (300W), 2 out	154
BK-450 Back-UPS (325W), 4 out	179
BK-600 Back-UPS (425W), 4 out	239
BK-900 Back-UPS (650W), 6 out	345
BP-280 Back-UPS Pro PNP, 2 out	159
BP-420 Back-UPS Pro PNP, 4 out	235
BP-650 Back-UPS Pro PNP, 4 out	289
BP-1000 Backup Pro, 6 out	375
SU-450 Smart-UPS (486, 586 WS), 4 out	285
SU-700 Smart-UPS (486, 586 FS), 4 out	345
SU-700 Net (w. Power Chute Plus)	*(365)
SU-1000 Smart-UPS (486, 586, FS & WS), 6 out	485
SU-1000 Net (w. Power Chute Plus)	505
SU-1400 Smart-UPS (950W), 6 out	615
SU-1400 Net (w. Power Chute Plus)	635
SU-2200 Smart-UPS (1600W), 8 out	1065
SUVS-420 Smart Value Server, 4 out	239
SUVS-650 Smart Value Server, 4 out	295
SUVS-1000 Smart Value Server, 6 out	415
PowerChute Plus :	
- for Novell	65
- for OS/2, Lan Server, 3 Com	75
- for Unix / Xenix	99
- for Win & Win'95	55
- for Win NT	69
Surge Arrest (PER 7)	17.99
Surge Arrest w. TEL (PER 7T)	22.99
Surge Network Strip (NET 7)	29.95
Surge Protector (P7)	9.99

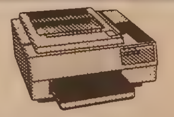
PC POWER COOLING

CPUcool for 486 or 586-75 / 133 (1.9")	18.95
CPUcool for 586-150 / 200 (1.9W)	19.95
CPUcool for Pentium® Pro (3.2")	22.95
Silencer Slim 230 for Baby or Mid Tower	69
Silencer 230 Full Tower	89
Silencer 235 ATX	84
Silencer 250 ATX	96
Silencer 270 for Full Tower	124
- Slim for Baby or Mid Tower	114
Standard 230 for Full Tower	85
Turbo Cool 300 for Full Tower	125
- for Slim (baby or mid tower)	115
Turbo Cool 400 for Full Tower / for Slim	*(176/175)
Turbo Cool 400 ATX	199
Turbo Cool 450 for Full Tower (heavy duty)	285
Two-inOne 500 (slim, redundant)	215
Twinpower 900 (redundant)	895

OTHERS

235W for ATX	49
250W for Baby or Mid Tower	29
250W for Baby or Mid Tower, PS/2 (by Kingspao)	45
300W UL for Full Tower , PS/2	49
300W for Full Tower, PS/2 (by Kingspao)	59
RPT-600 300W Redundant for Tower	179

17. PRINTER / PLOTTER



Printer memory available. Please call for $

BROTHER

HL-720 True 600dpi, 6ppm, Laser	365
HL-730DX True 600dpi, 6ppm, Laser	445
HL-1660 17ppm, Laser, 1200x600dpi	1265
MFC-4550 5-in-1, 600dpi, Laser, Fax	799
MFC-6550 6-in-1, fax/ copy/ scan/ print etc.	999

CANON

BJC-70 Color, 720x360dpi, 346cps	*(299)
BJ-240 Color, 360x360dpi, 4ppm	189
BJC-620 Ink Jet, Color, Par, 720dpi	385
BJC-4100 Ink Jet, Color, 360x720dpi	*(245)

EPSON

FX-870 9-pin	295
FX-2170 9-pin, Wide (max. 6 copies)	*(399)
LQ-570 Plus 24-pin	259
LQ-870 24-pin, Par	455
LQ-2070 24 pin, Wide	*(389)
LQ-2170 24-pin, Wide	549
Stylus 400 Color, 3ppm, 720dpi	239
Stylus 500 Color Inkjet 720x720dpi	*(279)
Stylus 600 Color Inkjet, 720dpi	299
Stylus Pro / Pro XL, Postscript	*(389)/1695
Stylus 1500 720dpi, fit A - C size paper	925
Accessories :	
Black Ink for II & IIS	19.95
Color Ink for II & IIS	29.95

HP

Color Laser Jet C3961A	5699
Color Laser Jet C3962A	6999
Desk Jet 690C	295
Desk Jet 820CXi / 870CXi	389/495
Desk Jet 1600C PC, Mac	1299
Desk Jet 1600CM Postscript PC, Mac	1919
Laser Jet 4V / 4MV (B size)	1865/2695
Laser Jet 5 / 5Lfs.	1235/395
Laser Jet 5N / 5M.	1465/1689
Laser Jet 5Si / 5SiMX	2679/3749
Laser Jet 6P / 6MP	745/889
Mopier C4076A 5Si	7495
Office Jet 330 4-in-1, print/ fax/ scan/ copy	*(499)
Office Jet Pro 1150C Color (C5300A)	939
Portable 340 ($50 Rebate)	299

PLOTTERS

Design Jet 350C: D Size / E Size	2195/2850
Design Jet 750C: D Size / E Size	5095/6095
Design Jet 755CM: E Size	9495

Accessories :

Color Kit C3067A for 540 / C4533A for 600	*(37/39)
500 Sheet Feeder C3921A for 5	225
Duplex C3762A for 5Si / 5SiMX	479
Duplex C3920A for 5 / 5N / 5M	475
Envelope Feeder for 5Si (C3765A)	379
Lower Cassette C3760A for 4V / 4MV	325
Postscript C3169A for 5Si	435
Postscript C3918A for 5 / 5N	335
Power Envelope Feeder C3927A for 5	259
Printer Pals for 850C / for 4, 4L, 5L	169 ea.

Ink Cartridges :

Black (HP51626A) for 500, 540, 560	24.45
Color (HP51625A) for 500C, 550C, 560C	26.95
Black (HP51629A) for 600, 660	24.95
Color (HP51649A) for 660C	29.25
Black (HP51645A) for 870C, 855C, 1600C	26.95
Color (HP51641A) for 870C, 855C, 1600C	28.95
Black (HP51640A) for 1200C	23.95
Cyan (HP51640C) for 1200C	27.95
Magenta (HP51460M) for 1200C	27.95
Yellow (HP51640Y) for 1200C	27.95
Black (HPC3105A) for Color Laser Jet	7.95
Cyan (HPC3102A) for Color Laser Jet	32.95
Magenta (HPC3104A) for Color Laser Jet	32.95
Yellow (HPC3103A) for Color Laser Jet	32.95

Toner Cartridges :

Toner (HP92295A) for II, IID, III, IIID	75
Toner (HP92275A) for IIP, IIP+, IIIP	74
Toner (HP92291A) for IIISi, 4Si, 4SiMX	129
Toner (HP92298A) for 4, 4M, 4+, 4M+, 5, 5N, 5M.	89
Toner (HP92274A) for 4L, 4ML, 4P	65
Toner (HPC3900A) for 4V, 4MV	139
Toner (HPC3906A) for 5L, 5ML	59
Toner (HPC3903A) for 5P, 5MP, 6P, 6MP	75
Toner (HPC3909A) for 5Si, 5SiMX	179

(price) .... SPECIALS , while supplies last

http://www.centralcomputer.com for update price & catalog

LEXMARK (IBM printers)

Optra E 600dpi, 6ppm, 1MB	545
Optra C 600dpi, 3ppm color, Postscript, 8MB	5795
Optra LX+ 1200dpi, 16ppm, Par, Postscript, 4MB	1895
Optra LXi+ 1200dpi, 16ppm, 8MB, Postscript, w. Ethernet Combo	2595
Optra R+ 1200dpi/8ppm, Ser & Par, 2MB, Postscript, 600dpi/16ppm	1295

MICROTEK

TrueLaser MTP-306 35 fonts, 6ppm, 2MB	*(599)

OKIDATA

ML184T 9 pin, Par (max. 5 copies)	235
ML320T 9 pin (max. 5 copies, 290cps)	*(325)
ML520 9-pin, 430cps	*(385)
ML590 24-pin (max. 5 copies)	449
ML591 24-pin, Wide (max. 5 copies)	625
OkiJet 2010 Color, 600dpi	*(199)
OkiPage 4W Laser 4ppm	*(299)
OL600E Laser, 6ppm, 600dpi	389
OL610E Laser, 6ppm, 600dpi, 2MB	495
OL610e/PS Laser Postscript	*(725)
OL810E Laser, 8ppm, 600x1200dpi	665
OL1200 Laser 12ppm, 600x600dpi, 2MB	*(949)

PACIFIC DATA

ProTracer II Ink Jet (CAD Plotter)	*(499)

Accessories:

Ink Cartridges (BJI-6425)	19.50
Sheet Feeder I / Sheet Feeder II	59/55

PANASONIC

3123 24 pin, Quiet, Scalable Fonts	259

Accessories:

Color upgrade Kit KX-PCK11	55
Serial Interface Card PS-13	89

SEIKO

Smart Label Printer EZ30	145
Smart Label Printer Pro	235
Standard Label (2 rolls)	7.95

SUMMAJET (Plotter)

1324M Mono A - D Size	1990
1324C Color A - D Size	2250
1336M Mono A - F Size	2465
1336C Color A - F Size	2695
D Size Stand / E Size Stand	325/365

18. PROJECTOR

3M, NEC

projection products	Call

PROXIMA

Desktop DP2810 LCD 8.4" 33mm 640 x 480	3850
Desktop DP5100	5850
Ovation 810 LCD 8.4" 2M Color, 640 x 480	2065
Ovation 920 10.4" LCD 16.7M 1280 x 1024	8150
Ovation+ 840 8.4" LCD 16.7M 800 x 600	2995
Ovation+ 846 10.4" LCD 16.7M 800 x 600	3895
Portable Overhead A653 3000 Lumens	475
Portable Overhead A655 4000 Lumens	799

19. SCANNER

ACER (flatbed)

AcerScan 300F Color	215

AVISION

AV100 Color Scanner	299

DELRINA

WinFax Pro Scanner	*(299)

HP (flatbed)

ScanJet 4C Color & Gray Scale w. Kit	859
- Auto Document Feeder (C2525B)	475
- Transparency (C2521B)	635
Scanjet 5P Color/ Grayscale	385

LOGITECH (hand)

Page Scan Color	*(295)
Scanman Color + PhotoShop L.E.	189

MICROTEK (flatbed)

Scan Maker III w. TMA & Photoshop OCR	*(1399)
Scan Maker E3 600dpi, 24-bit Color, w.OCR	*(195)
Scan Maker E6 1200dpi, w. OCR	*(489)
Scan Maker E6 Pro 1200dpi w. Photoshop OCR	625
Slide Maker 35T 1800dpi, 16.8M Color, w. ScanWizard	725
Transparency Adapter for E3	285
Transparency Adapter for E6	285

STORM TECHNOLOGY

Easy Photo Smartpage Color Scan	269

VISIONEER

PaperPort VX for Win (HP4S design)	*(239)
PaperPort IX Scanning Keyboard	325

20. TAPE BACKUP

EXABYTE

EXB-2501 1 - 2GB SCSI-2 Int / Ext	475/629
Eagle 96 3.2GB Int (Floppy I/F)	*(119)
Eagle TR3 (603003-000) 3.2GB w. accel card Int	245
Eagle TR3 (603003-004) 3.2GB Int w/o card	*(145)
EXB-8205XL 8mm Dat. 3.5 - 7GB Int / Ext	1275/1499
EXB-8505XL 8mm Dat. 7 - 14GB Int / Ext	1899/2199
EXB-8700E 8mm 7 - 14GB Ext	1295
EXB-8700LT 8mm 5 - 10GB Ext	*(985)

HP

C1534 4mm Dat. 2GB SCSI Int	*(549)
C1536 4mm Dat. 2-4GB SCSI Int	*(649)
C1599 Dat. 8GB DDS-2 Int	845
C1554 Dat. 24GB DDS-3 Int	1345
C1561A Autoloader Surestore 12000E Dat. 48GB	2895
Colorado T1000 850MB Travan w. cartridge Int	*(139)
Colorado T1000 850MB, printer port Ext	175
Colorado T3000 3.2GB Travan w. cartridge Int	189
Colorado T4000S 4GB Travan Int	359

IOMEGA

Ditto 800MB Travan Int	109
Ditto 800MB Travan Parallel	145
Ditto 2GB Int / Ext	149/195
- 2GB Tape / 3-pack	19.95/57
Ditto 3200MB (QIC 3010/ 3020) Int	235
Ditto 3200MB (QIC 3010/ 3020) Parallel	289

SEAGATE

CNR-4320RT 2GB Int w. 5.25" rail	675
CNR-4326NP 4mm 8GB Dat. SCSI Int 3.5"	815
CNR-4326RP 4mm 8GB Dat. w. 5.25" rail	*(819)
CNR-4350XT 2GB Ext	685
CNR-4324RP 2 - 4GB SCSI Int.	645
Tape Stor 350MB Int	*(69)
Tape Stor w. cartridge 420MB Int	139
Tape Stor w. cartridge 800MB Travan Int	139

Software (Arcada):

Back Up for Windows '95	65
Back Up Exec for Netware WS 7.0	98
Back Up Exec for Netware Enterprise 7.11	845
Back Up Exec for Netware Single Server	435
Back Up Exec for Netware 1 Server 25-user	315
Back Up Exec for Win NT Enterprise 6.11	795
Back Up Exec for Win NT Server 6.11	439
Back Up Exec for Win NT Workstation	189

TEAC

FT-3008TR 800MB Travan Int	75

OTHERS

COMBYTE: DP1800EA 800MB Int	135
MYTAPE : 1.6GB Travan Int	159
NOVASTAR: Novaback CD Bundle (multi-platform)	*(59)
WANG: 3400DX 8GB 4mm 5.25" Dat.	*(699)

TAPE CARTRIDGES:

3M - 4mm 90M	7.50
- 8mm 112M	6.95
- MC3000XL (680MB)	26.50
- Travan (800MB) TR-1	27.95
- Travan (1600MB) TR-3 / TR-4	29.95/34.95
EXABYTE - 8mm 112M, 5GB	9.95
- 8mm 160MXL (for XL drives)	15.95
- 18C 8mm Cleaning Cartridge	19.95
- EXMC 3000XL (1GB)	26.95
- MC3000XL (680MB)	21.95
HP - 92283B 4mm 90M (2GB) / 5-pk	9.50/45
- 92300A 4mm 120M (4GB) / 5-pk	21.95/105
- C1572A 4mm 120M Autoloader	119
- Travan for DT-1000 / 2-pk / 3-pk	29.95/54.95/82
MAXELL - 4mm 90M Dat.	*(7.99)
- DC2120 (QIC80)	9.95
- DC2120XL (350MB)	16.95
SONY - 4mm 120M for DDS	25.95
- 4mm 90M for DDS-1	8.95
- QIC-Wide 3010 (850MB)	24.95
- QIC-Wide 3020 (1.7GB)	27.95

21. VGA CARD

ATI

3D Expression 2MB PCI DRAM w. CD game	125
3D Expression 4MB PCI, PC2TV	175
3D Pro Turbo 4MB PCI, PC2TV	199
3D Pro Turbo 8MB PCI, PC2TV	279

BROADWAY

MPEG Video Capture for Win'95 & NT	795

DIAMOND

Stealth 3D 2400XL 4MB PCI	149
Stealth 3D Monster 4MB PCI oem / reg	209/229
Stealth 3D 3000 4MB PCI VRAM oem / reg	225/229
Stealth 2500 1MB DRAM PCI	59
Stealth 2500 2MB DRAM PCI	75
Stealth Video 64 2MB VRAM PCI, upgradable	135
- 2MB upgrade	79

IMS

TwinTurbo 128P PCI VRAM w. 2MB / 4MB	195/295
TwinTurbo 128P PCI VRAM 8MB	435

LEAKTEK

M-Mate Pro II (external video encoder)	99
Winfast 280 VGA & MPEG-1 w. 1MB / 2MB	145/165
Winfast 430 VGA 2MB VRAM	135

MATROX

IMP Plus 220 2MB PCI	*(165)
Millenium PCI w. 2MB / 4MB	189/*(269)
- upgrade 2MB / 4MB	99/179
- upgrade 6MB oem / reg	*(239)/249
Mystique 3D PCI 2MB	*(129)
- upgrade 2MB	59
Mystique 3D PCI 4MB	179

NUMBER NINE

FX Motion 771 VRAM PCI 4MB	299
FX Motion 772 VRAM PCI 2MB	179
FX Reality 332 3D DRAM PCI 2MB	109
Imagine 128 Series II 4MB EDO PCI	*(329)

SPIDER

Lynx 64 64 bit Accelerator 1MB PCI MPEG	39
Tarantula 64 MK II 2MB VRAM VLB / PCI	129/125
Tarantula 64 MK II 4MB VRAM VLB / PCI	179/179
Tarantula Lite 64 DRAM w. 1MB / 2MB	39/59
Tarantula 3D DRAM PNP w. 2MB / 4MB	105/129

OTHERS

Boca Voyage Movie Player Accelerator VGA	285
Movie Plus 1100 MPEG Decoder	199
Storm Technology: Easy Photo Reader Parallel	185
Storm Technology: Easy Photo Drive ISA Card	185
Televiewer / Televiewer Plus	139/189
Trident 8900 1MB ISA	45
Trident 9680 1MB PCI	39
Trident 67TV 3D 2MB EDO DRAM PCI, w. 9685	75
Tvator Pro PC/MAC VGA to NTSC Scan Converter	159
Tvator Remote Pro VGA to NTSC Scan Converter	289
V-Mate Pro (video encorder : PC to TV)	189

Conferencing & Video:

SPECOM

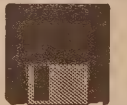
Suite Visions (color digital camera + s/w)	**195**

**** Buy 2 Get $40 Rebate ****

Casio QV-100 640 x 480 Camera	599
Epson Photo PC-500 Color Digital Camera	465
- w. PhotoPix LCD Monitor	*(599)
Epson Photo Pix LCD Monitor	175
Howard Video Camera	295
Intel Smart Video Recorder Pro	399
Internet Videophone + Video Capture	135
Kodak DC20 Digital Camera	199
Kodak DC25 Digital Camera	435
Kodak DC50 Digital Camera Zoom Lens	*(649)
Quick Cam for Win / Quick Cam Color	99/225
Snappy (video Snapshot)	195
Video Logic Captivator	135
USR: Big Picture Video Kit (capture + modem)	225
USR: Big Picture w. Camera	349

SOFTWARE

1. PC SOFTWARE



ADOBE

Acrobat 3.0	189
FrameMaker 5.11 - CD+FD	545
Illustrator 4.1 for Win & Win'95	*(299)
Pagemaker 6.5 for Win 32 / S.E. (special)	545/*(395)
Photoshop 3.05 for Win 32 oem	195
Photoshop 4.0 / S.E. (special)	549/*(399)
Photoshop 4.0 + Illustrator 4.1 (bundle)	629
Premier 4.2 for Win - FD/CD	*(499)

AUTODESK

Animator Studio 1.1	249
AutoCAD Lite 2.0 / for Win'95	*(255)/409
Autosketch 2.0 for Win / for Win'95	135/89
Generic CADD 6.1	69

BORLAND

C++ 5.0 for Dos, Win, Win32 - CD	325
C++ 5.0 Developer Suite	425
Delphi Developer 2 Kit / upgrade	535/269
Paradox 5.0 for Win	275
Paradox 7.0 for Win'95 & NT / upgrade	285/95
Turbo Assembly 5.5	115
Visual dBase 5.5 for Win / upgrade	269/118

COREL

Corel Draw 4.0 (2CD) oem / reg	29/69
Corel Draw 5.0 - CD	*(195)
Corel Draw 6.0 for Win'95 - CD	*(299)
Corel Draw 7 for Win'95 & NT - CD	*(399)
- upgrade	225
Corel Flow / Corel Flow 3	*(59)/129
Corel PerfecOffice Prof. - CD / upgrade	275/189
Corel XARA	179
Ventura 7 for Win'95 - CD	549
WordPerfect Suite 3.1 - FD+CD / CD only	265/239
WordPerfect Suite 7.0 for Win'95 - FD+CD	274
- CD only	235

DELRINA

Comm Suite 7.0 for Win'95 - FD / CD	*(95/96)
CyberJack 7.0 for Win'95	*(48)
NetSatisfaxtion 3.0 for Novell 25-user	755
Win Comm Pro	79
WinFax Pro 4.0 - FD / CD	79/89
WinFax Pro 4.1 for Network : - 10 / 25 / 50-user	599/1395/2650
WinFax Pro 7.0 for Win'95 - FD / CD	79/79
WinFax Pro Starter Kit (server + 2 notes)	265

IBM

Anti-Virus Desktop 2.5 Single	47
OS/2 4.0 Warp Single : WS / Server	195/539
Voice Type Dictation 3.0 for Win'95 - upgrade	78

INTUIT

Quicken Deluxe 6.0 - CD / FD	59/58
Quicken 6.0 for Win3.1 & Win'95	38
Quicken Parent's Guide to Money	16
Quickbook 5.0 for Win - CD	97
Quickbook Prof. 5.0 for Win - CD	185
Turbo Tax 1996 CA State Final	29
Turbo Tax 1996 Federal 1094 Final	39

LOTUS

1-2-3 5.0 for Win	299
cc:Mail Desktop for Win, Rel 6 / upgrade	134/86
cc:Mail Mobile E-Mail 7.0 for Win'95 & NT	175
Organizer '97 for Win'95	75
Smart Suite 4.0 for Win - CD	*(199)
Smart Suite 96 for Win'95	*(375)
Word Pro '96 for Win3.1 & Win'95	*(145)

MICROGRAFX

ABC Flow Carter Live 6.0 - CD	279
ABC Graphics Suite Live 6.0 - CD	275
Designer Tech Live 4.1 - CD	399
Picture Publisher Live 5.0 - CD	135
Windows Draw Live 4.0 for Win 32 - CD	24

MICROSOFT

Microsoft Authorized Education Reseller
Please Call for Academic Pricing

Access 2.0 for Win	289
- upgrade for Win'95	94
Access 97	299
Access Developer's Kit for Win'95	459
Back Office: Server / Singe Client	1995/239
Dos 6.22	42
- w. Windows 3.11	79
- w. Windows 3.11 Workgroup	95
Excel 5.0 for Win	295
Excel 97 / upgrade	299/95
Exchange Server with 5 Client	899
- w. 10 Client / w. 25 Client	1245/1945
- Internet Connection	459
Fortran Powerstation 4.0 for Win 32	559
Fox Pro 2.6 Single Dos or Win	*(95)
Frontpage 97	139
Home & Small Business Pack	*(165)
Macro Assembler 6.11 (MASM)	155
Multimedia Viewer - CD	*(199)
Office 4.2 for Win - FD / CD	*(425)/459
Office Professional 4.3 - FD / CD	539/559
Office Prof. for Win'95 - FD	525
Office Prof. + Bookshelf for Win'95 - CD	545
Office Standard for Win'95 - FD / CD	*(424/425)
Office Prof. 97 + Bookshelf - CD	529
- upgrade CD ($40 Rebate)	309
- upgrade + IntelliMouse	335
Office 97 Standard / upgrade - CD	445/225
PC Mail Server 3.5 w. 10-user	445
- 5-user / 20-user	269/865
Picture-It for Win'95	47
Power Point 7.0 / upgrade	*(299)/98
Project 4.0 for Win / upgrade	415/135
Project for Win'95	419
Publisher 2.0 for Win - FD / CD	69/75
Publisher 97 CD Deluxe	74
Services for Netware (add-on NT 4.0)	145
SNA NT Server	395
SNA NT Workstation	199
SQL NT Server 6.5 for 5-user	1299
- 10-user / 25-user	1899/3799
- Client License 5-user / 20-user	685/2175
SQL NT Workstation 6.5	475
System MGMT Server	629
Visual Basic 4.0 for Win'95 - Standard	*(85)
Visual Basic Prof. 4.0 for Win - CD	445
Visual C++ Standard 4.0 - CD	89
Visual C++ 4.0 for Win '95 Subscription	465
- subscription renew	285
- subscription upgrade.	319
Visual Fox Pro Standard 3.0 for Win	189
Visual Fox Pro Prof. 5.0 / upgrade	449/275
Visual J++ (JAVA)	87
Visual Source Safe 5.0	475
Windows '95	*(179)
- oem version FD / CD	99/85
Windows '95 Plus - FD / CD	44/44
Windows '95 Resource Kit	29.95
Windows '95 Training Kit	119
Windows NT 4.0 Server Resource Kit	109
Windows NT 4.0 Workstation Resource Kit	59
Windows NT 3.51 Training Kit	125
Windows NT 4.0 Training CD upgrade	34
Windows NT Server 4.0 w. 5-user	*(725)
Windows NT Server 4.0 w. 10-user	*(995)
- Win NT License: Single Client / 20 Client	35/699
Windows NT Workstation 4.0 - CD	285
Windows for Workgroups	135
Word & Publisher Value Pak	125
Word 97 / upgrade	299/78
Word 6.0 for Win	289
Works 3.0 for Win - FD	49
Works + Bookshelf Win'95 - CD	69
Works 4.0 for Win'95 oem.	39

QUARTERDECK

Cleansweep 3.0 for Win '95	38
Hijaak Prof 4.0 for Win '95	*(89)
Hijaak Graphics 3.0 for Win	89
Internet Suite 2.0	37
MagnaRam 2.0 for Win 3.11 & Win'95	24
Procomm Plus 4.0 for Win'95 - CD	*(119)

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Language Learning: Fren/ Jap/ Ger/ Ital/ Span.	13 each
Learn to Speak German PC, MAC	89
Playing with Language MPC	17 each
Russian NOW! 4.0 (age 12+)	55
Sign Language for Everyone	16
Think & Talk: Italian / French / Spanish	99 each
Who is Oscan Lake? - Eng / French / Span	44 each

LINUX

InfoMagic: Linux Developer's 6CD (Dec'96)	19
Info Magic : Linux Tool Box (Dec '96)	*(29.95)
Linux Bible 4th Edition (by Yggdrasil)	28
Linux Developers Kit 11CD (Nov'96)	*(29.99)
Linux Internet Archives 97 (8CD, by Yggdrasil)	19
Linux Megapack 12 CD	39
Linux : Plug & Play by Yggdrasil	27
Red Hat Archives Linux 4CD	19.95
Red Hat Official 4.0 Linux (w. Metro X)	35.95
Red Hat Linux Annual Support	299
Red Hat Power Tools 4.1 Linux (6CD)	19.95

LITERTURE / MAGAZINES

Chicken Soup for the Soul	14
Covey Reference Library (Stephen R. Covey Best Selling)	29.95
Dracular Truth & Terror	28
Geoffrey Chaucer (British literature)	11
Instant Millionaire	14
Leonard Nimoy Science Fiction vol.1 / vol.2	29 each
Monarch Notes	17
Shakespear Collection 3CD	*(19)
Sky's the Limit	14
Walt Whitman (American literature)	11
What Do You Think You Are?	15

MUSIC / MOVIE / VIDEO / SOUND

Cakewalk Song Station	*(39)
Forest Gump WIN & MAC	39.95
Jazz Guitar WIN	34
Mixman (remixble music)	29.95
Piano Discovery System (keyboard + software)	195
Recording Station	14.99
Richie Sambora Interactive Guitar	27.95
Santana	29
Steven Spielberg Directors Chair	49.95
Teach Me Piano	42.99
The Crow	28
Virtual Graceland (Elvis)	35

PHONEBOOK

9 Digit Zip Code Directory	17
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800 Number Phonebook	*(16)
American Yellow Pages	*(36)
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Phone Disk '96 - Fax	25
Phone Disk '96 - Residential	45
Phone Disk '96 - Power Finder 6CD / 9CD	89/139
Pro CD: Home Phone '96	33
Pro CD: Select Phone '96	*(35)

SPORTS

3DO Games Decathlon	42
Cyber Card: 1 - 17	19.95 each
Extreme Golf Bundle	29.95
FIFA Soccer '97	*(38.95)
Frank Thomas Big Hurt Baseball	36
Links Course Library vol.1 / vol.2 / vol.3	23 each
Links LS (Arnold Palmer & Legend in sports)	44.95
Madden '97	39.95
NBA Live 97	38.95
NCAA Basketball Final Four 97	42
NFL Quarterback Club 97	44.95
NHL Hockey 97	38.95
Pro League Baseball '97	24
Sports Illustrated College Football	34
Sportsman Paradise (hunting)	25
Triple Play 97	49.95

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Birds: Ostriches thru' Guinea Fowl	11
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Central IMMEDAITE OPENINGS:

* Techinical Sales
* Corporate Sales
* Counter Sales

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http://www.centralcomputer.com for update price & catalog

Calendar Of Events

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April 10–11 Internet/Intranet Business Applications Using Office 97. Campbell. DeVries Data Systems, Inc. Contact: (408)866-8033.

April 11 Intermediate Excel for Windows Class. Walnut Creek. Computer Education Center. Contact: (510)937-2566.

April 11 WordPerfect 7 and WordPerfect 6. San Jose. Computer Training Consultants. Contact: (408)241-3200.

April 12 Publish the Net 4: Intermediate HTML. San Francisco. Center for Electronic Art. Contact: (415)512-9300, *info@cea.edu* , or URL: *http://www.cea.edu/* .

April 12 Introduction to Photoshop. Berkeley. Kala Institute. Contact: (510)549-2977, or URL: *http://www.kala.org* .

April 12 Making Web Pages–Extensions. Menlo Park. Computer College of Silicon Valley. Contact: (415)325-3648, or *ccsv@ccsv.com* .

April 14 Free Microsoft Exchange Presentation. San Jose. Contact: (408)281-5818.

April 14 Navigate With Netscape. San Jose. Computer Training Consultants. Contact: (408)241-3200.

April 14–16 Internet Security Threats and Countermeasures. Campbell. DeVries Data Systems, Inc. Contact: (408)866-8033.

April 14 Using the SAS System for Stock Market Analysis: Portfolio Selection and Evaluation. San Francisco. UC Berkeley Extension. Contact: (510)642-4111.

April 14–17 Professional AutoCAD Level II 2D. Santa Clara. The Copper Connection. Contact: (408)970-9838.

April 15 PC Hardware Fundamentals. Oakland. Hands-On Training Center. Contact: (510)836-2040.

April 15 Schedule +. San Jose. Computer Training Consultants. Contact: (408)241-3200.

April 15 Introduction to Excel. Menlo Park. Computer College of Silicon Valley. Contact: (415)325-3648, or *ccsv@ccsv.com* .

April 15, 22 Writing for Developers. San Francisco. Webster Institute of Technical Skills. Contact: (415)242-1222 or URL: *http://www.techwriters.com/* .

April 16 PowerPoint 4 for Mac. San Jose. Computer Training Consultants. Contact: (408)241-3200.

April 16 Introduction to Microsoft Word. Menlo Park. Computer College of Silicon Valley. Contact: (415)325-3648, or *ccsv@ccsv.com* .

April 16–18 PC Troubleshooting and Maintenance. Oakland. Hands-On Training Center. Contact: (510)836-2040.

April 17 Introduction to Windows Class. Walnut Creek. Computer Education Center. Contact: (510)937-2566.

April 17 Access 97, Access 7, and Access 2. San Jose. Computer Training Consultants. Contact: (408)241-3200.

April 19 Publish the Net 2: Pagemill–WYSIWYG Comes to the WWW! San Francisco. Center for Electronic Art. Contact: (415)512-9300, *info@cea.edu* , or URL: *http://www.cea.edu/* .

April 19 Introduction to Macintosh. Berkeley. Kala Institute. Contact: (510)549-2977, or URL: *http://www.kala.org* .

April 19 Making Web Pages–Imagemaps. Menlo Park. Computer College of Silicon Valley. Contact: (415)325-3648, or *ccsv@ccsv.com* .

April 20 Color Pre-Press. San Francisco. Center for Electronic Art. Contact: (415)512-9300, *info@cea.edu* , or URL: *http://www.cea.edu/* .

April 20 Macintosh Graphics Extravaganza. Berkeley. Kala Institute. Contact: (510)549-2977, or URL: *http://www.kala.org* .

May 20 Photoshop–Web Graphics. San Jose. Computer Training Consultants. Contact: (408)241-3200.

April 21 Director. San Francisco. Center for Electronic Art. Contact: (415)512-9300, *info@cea.edu* , or URL: *http://www.cea.edu/* .

April 21 Free Microsoft Exchange Presentation. San Jose. Contact: (408)281-5818.

April 21 FileMaker Pro 3 for Mac. San Jose. Computer Training Consultants. Contact: (408)241-3200.

April 21–22 CNA Certification Preparation. Oakland. Hands-On Training Center. Contact: (510)836-2040.

April 21–23 Introduction to Active X Technology and Tools. Campbell. DeVries Data Systems, Inc. Contact: (408)866-8033.

April 22 Introduction to WordPerfect for Windows Class. Walnut Creek. Computer Education Center. Contact: (510)937-2566.

April 22 Goldmine. San Jose. Computer Training Consultants. Contact: (408)241-3200.

April 22 Adding Java Applets to Web Pages. Menlo Park. Computer College of Silicon Valley. Contact: (415)325-3648, or *ccsv@ccsv.com* .

April 23 Freehand. San Francisco. Center for Electronic Art. Contact: (415)512-9300, *info@cea.edu* , or URL: *http://www.cea.edu/* .

April 23 Publish the Net 7: Preparing Time-Varying Media for the WWW. San Francisco. Center for Electronic Art. Contact: (415)512-9300, *info@cea.edu* , or URL: *http://www.cea.edu/* .

April 23 Excel 5 for Mac. San Jose. Computer Training Consultants. Contact: (408)241-3200.

April 23 How to Use Netscape Pt. I. Menlo Park. Computer College of Silicon Valley. Contact: (415)325-3648, or *ccsv@ccsv.com* .

April 24 Careers in Computer Animation. San Francisco. Center for Electronic Art. Contact: (415)512-9300, *info@cea.edu* , or URL: *http://www.cea.edu/* .

April 24 3D MAX C. San Francisco. Computer Arts Institute. Contact: (415)546-5242 , *cai@sirius.com* , or URL: *http://www.sirius.com/~cai* .

April 24 Act! 3. San Jose. Computer Training Consultants. Contact: (408)241-3200.

April 24–25 HP Laser Printer Repair and Maintenance. Oakland. Hands-On Training Center. Contact: (510)836-2040.

April 26 Intermediate Photoshop. Berkeley. Kala Institute. Contact: (510)549-2977, or URL: *http://www.kala.org* .

April 26 Hands-On Java Programming–Getting Started With Applets. Menlo Park. Computer College of Silicon Valley. Contact: (415)325-3648, or *ccsv@ccsv.com* .

April 28 Publish the Net 8: Setting Up and Managing a Macintosh Web Site Server. San Francisco. Center for Electronic Art. Contact: (415)512-9300, *info@cea.edu* , or URL: *http://www.cea.edu/* .

April 28 Free Microsoft Exchange Presentation. San Jose. Contact: (408)281-5818.

April 28 Director III: Shockwave. Berkeley. Kala Institute. Contact: (510)549-2977, or URL: *http://www.kala.org* .

April 28 Word 7. San Jose. Computer Training Consultants. Contact: (408)241-3200.

April 28 Introduction to JavaScript Programming. Campbell. DeVries Data Systems, Inc. Contact: (408)866-8033.

April 29 Intermediate Word for Windows Class. Walnut Creek. Computer Education Center. Contact: (510)937-2566.

April 29 Advanced Microsoft Word. Menlo Park. Computer College of Silicon Valley. Contact: (415)325-3648, or *ccsv@ccsv.com* .

April 29–30 Netscape LiveWirePro Workshop. Campbell. DeVries Data Systems, Inc. Contact: (408)866-8033.

April 30 Introduction to PowerPoint. Menlo Park. Computer College of Silicon Valley. Contact: (415)325-3648, or *ccsv@ccsv.com* .

Calendar Of Events *continued...*

May

May 1 Word 6 for the Mac. San Jose. Computer Training Consultants. Contact: (408)241-3200.

May 3 Introduction to Illustrator. Berkeley. Kala Institute. Contact: (510)549-2977, or URL: *http://www.kala.org* .

May 4 Pagemaker 6. San Jose. Computer Training Consultants. Contact: (408)241-3200.

May 5 Free Microsoft Exchange Presentation. San Jose. Contact: (408)281-5818.

May 5 Software Licensing Agreements. Sunnyvale. Professional Learning Center. Contact: (714)725-0253, or URL: *http://www.plci.com* .

May 6 Windows NT Server Basics. Palo Alto. Professional Learning Center. Contact: (714)725-0253, or URL: *http://www.plci.com* .

May 7–10 PCB Design for Digital Electronics Workshop. Santa Clara. The Copper Connection. Contact: (408)970-9838.

May 8 FrameMaker 5. San Jose. Computer Training Consultants. Contact: (408)241-3200.

May 8–9 Intranetware/Netware Basic Training. Palo Alto. Professional Learning Center. Contact: (714)725-0253, or URL: *http://www.plci.com* .

May 10 Introduction to Photoshop. Berkeley. Kala Institute. Contact: (510)549-2977, or URL: *http://www.kala.org* .

May 12 Publish the Net 9: Setting Up Listserves on a Macintosh Web Site Server. San Francisco. Center for Electronic Art. Contact: (415)512-9300, *info@cea.edu* , or URL: *http://www.cea.edu/* .

May 12 Free Microsoft Exchange Presentation. San Jose. Contact: (408)281-5818.

May 12 Navigating the Net. San Jose. Computer Training Consultants. Contact: (408)241-3200.

May 12 Illustrator for the Mac. San Jose. Computer Training Consultants. Contact: (408)241-3200.

May 13 Advanced Illustrator. Berkeley. Kala Institute. Contact: (510)549-2977, or URL: *http://www.kala.org* .

May 13 Windows 95. San Jose. Computer Training Consultants. Contact: (408)241-3200.

May 14 Pagemaker. San Francisco. Center for Electronic Art. Contact: (415)512-9300, *info@cea.edu* , or URL: *http://www.cea.edu/* .

May 26 Free Microsoft Exchange Presentation. San Jose. Contact: (408)281-5818.

May 26 Publisher 97. San Jose. Computer Training Consultants. Contact: (408)241-3200.

May 27 Developing Web Pages. San Francisco. Webster Institute of Technical Skills. Contact: (415)242-1222 or URL: *http://www.techwriters.com/* .

May 29 Quicken. San Jose. Computer Training Consultants. Contact: (408)241-3200.

May 30 Books and Bytes. Berkeley. Kala Institute. Contact: (510)549-2977, or URL: *http://www.kala.org* .

May 30 Designing Effective Web Sites. San Jose. Computer Training Consultants. Contact: (408)241-3200. ■

Windows Memory Managers *continued from page 176*

conventional memory but has little impact on Windows 95 performance except to slow it down somewhat. MagnaRAM 97 is advertised as a complement to QEMM that improves Windows 3.x performance speed. I didn't test this.

Closing Notes

The tests I did run convinced me that current Win95 memory enhancers may produce some performance boost even on 32MB systems. The benefits of Hurricane and MagnaRAM are more noticeable on systems with 8MB to 16MB of physical RAM. At this writing, 8MB and 16MB RAM upgrades for desktop PCs are as cheap as they've ever been. It's my subjective opinion (without performing additional benchmark tests) that a physical RAM upgrade of 8MB or more will probably yield a greater perceived performance improvement in Windows 95. But on some computers RAM upgrades may be impractical or too costly (especially notebooks). For these systems, a Win95 memory enhancer may be an inexpensive way to get some performance benefits. ■

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RESOURCES:

Hurricane 2.0
Helix Software, Inc.
47-09 30th St., 3rd Floor, Long Island City, NY 11101
1-800-451-0551, (718)392-3100
URL: *http://www.helixsoftware.com*
System Requirements: Windows 3.x or Windows 95, 4MB of RAM

Agent 95
Connectix Corp.
2655 Campus Dr., San Mateo, CA 94403
1-800-950-5880, (415)571-5100
URL: *http://www.connectix.com*
System Requirements: Windows 95, 486 or higher, 8MB RAM (minimum),
16MB RAM (recommended), 1MB hard disk space, Mouse or other pointing device

MagnaRAM 97
Quarterdeck Corp.
13160 Mindanao Way, Marina del Rey, CA 90292
(310)309-3700
URL: *http://www.quarterdeck.com*
System Requirements: Windows 95 or Windows 3.x on 386 or better (486 recommended),
8MB of RAM (16MB recommended), 4MB hard disk space

User Group Network

BULLETIN BOARDS

MULTIZONE

A32 BBS. Multizone (408) 378-8252, (415)948-4994. 19,200. Two lines. Mac, Newton, other GUI, FirstClass, OneNet conferences, files. [Exp. #164.]

Adventure Connection. Multizone (408)244-8160, 734-9475; (415)365-7002, 321-3661, 573-1063, 225-0263, 928-4781; (510)797-4101, 886-3837, 524-8536. 8-N-1, 24 hrs., 28,800. Web pages, Telnet, IRC, Trade Wars, MajorMUD, LORD, chat. 10th anniversary! Free trial. [Exp. #164.]

408

Daddy & Me, Your Virtual World. (408)354-9602. 24 hrs., 14,400. Two lines. Mac/PC - FirstClass or TTY. Games, Internet, OneNet, jobs. All free. [Exp. #165.]

Digital Nebula. (408)469-3604. 28,800. Running PCBoard, 2 nodes, 8 CD-ROMs, free. [Exp. #164.]

El Observador. (408)372-9054. Free Internet/Usenet. Text, humor, literature, rants, coffee, UFOs, and more. NIRVANAnet. Sysop: El Observador. [Exp. #164.]

The Holodeck BBS. (408) 261-1313, 935-9366. Online chat, realtime interactive games, SOC, LOC, game connection, Internet email, Telnet, IRC. Direct dial or Telnet to WWCOMM.COM . [Exp. #163.]

The Meating Place BBS. (408)926-6174. 24 hrs., 14,400/28,800. 10 lines. Gay/Bi, adult, email, chat, MatchMaker, GIFs, XXX stories. System password: MICRO. [Exp. #164.]

The Wave BBS. (408)477-1186, 353-4354, 746-3856. 23 hrs., 28,800. Adult chat, games, WorldGroup, files, free demo accounts, monthly membership. [Exp. #164.]

415

Bay Windows BBS. (415)871-0359. 24 hrs. DOS, Windows, games, utilities, online doors, echo mail available. User-friendly GT Power v19 RIP compatible. URL: *http://www.sirius.com/~jlo* . Sysop: Judy. [Exp. #165.]

BayBytes BBS. (415)327-2095. 24 hrs., 28,800. Web, Internet, email, chat, Telnet, FTP, IRC. Files, game areas. Come MUD with us! Mostly friendly people, free trial period. [Exp. #164.]

Cool Beans! (415)648-7865. Coffee, music, and zine publishing. NIRVANAnet. Sysop: G.A. Ellsworth. [Exp. #164.]

Flying High BBS. (415) 467-2303. 24 hrs., 14,400–28,800. Gay/straight Asian XXX, games, L.O.R.D., Call back verification required for new users. Free. [Exp. #164.]

Golden Gate Computer Society BBS. (415)457-2516. 24 hrs., 33,600. Four lines, 2GB/files, 30 min./day free. ILink, Cal.Link, Usenet, Internet email: $24/year. [Exp. #163.]

Kewl! BBS. (415)592-8520, 856-2320. 24 hrs., 2400–28,800. Games, files, Usenet forums, polls, Action teleconference, Interlink, Chatlink, Internet email, WorldGroup. [Exp. #164.]

Kill-O-Byte BBS. (415) 344-1563. 24 hrs., 2400–33,600. Online files, CD-ROMs, games, film scripts, Amiga, IBM, OS/2, Windows; FREE! [Exp. #164.]

Peninsula BBS. (415) 571-9259. 24 hrs., Sponsored by Peninsula Computer Club. GT Power v19 RIP compatible. User friendly with DOS and Windows utility and games software. Online doors and echo mail. Sysop: Bob Wallace. [Exp. #165.]

realitycheckBBS. (415)666-0339. Freedom of Information, cigars, tech, text files, much more. NIRVANAnet. Sysop: Poindexter Fortran. [Exp. #164.]

The Floor Show. (415) 952-3231. 8-N-1, 24 hrs., Local SF-SM. Novice BBSers welcome. Messages/files/games. Sysop: Donna. [Exp. #165.]

The Game Player's Lair BBS. (415)548-0515. 8-N-1, 24 hrs., 7 days a week, Game Connection, seven lines, online games, Worldchat, file libraries. Free with limited access, pay for full access. [Exp. #164.]

The VidGame BBS. (415) 742-6486. 28,800. Two BRE games, 9 nodes, 26K adult files, 15.6GB, 1000's of utilities, Internet email, newsgroups, FIDO. Win/DOS/ OS2/Win 95 files. Sysop: George Hassmer. [Exp. #164.]

Ultimate Force. (415)441-1120. 8-N-1, 24 hrs., 300–19,200. Online games, message bases, files, network/comlink, 1.2GB. Free access. [Exp. #165.]

510

Albatross. (510)449-8750. 8-N-1, 24 hrs., 28,800. IBM files, CD-ROMs, games, MVP and Unlimited Connections software distribution site. Always free. [Exp. #164.]

Dr Jack's Thing. (510)689-4022. 8-N-1, 24 hrs., 28,800. 42,000 adult files. Huge Midi-Wav collection. Special offer for the ladies. [Exp. #164.]

KanonTech BBS. (510)235-6839. Martial Arts , programming, online games, 2 lines, writers/artists conferences. MOD/Midi music section. Free. Sysop: Kanon Kubose. [Exp. #164.]

NERO'S BBS
Bay Area's Hottest Adult Chat BBS
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Local Access Numbers:
Los Gatos 408-225-1401
Hayward / San Leandro...... 510-317-1902
Dublin / Pleasanton.......... 510-803-5004
Concord 510-682-3137
San Jose / Milpitas......... 408-942-5061
408-933-2706
Mtn. View / Palo Alto 415-965-1246
Fremont / Newark / Union City 510-745-9859
Danville / Walnut Creek 510-831-1908

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Website: http://www.pathcomm.com

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(408)942-0814 Milpitas
(415)961-7234 Mtn. View
MasterCard VISA
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THE JUICIEST ONLINE SITE!
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373-837-1231
International long distance rates apply. 18+.
WEBSITE: http://www.moresex.com

BULLETIN BOARDS cont.

Ultimate Force. (415)441-1120. 8-N-1, 24 hrs., 300–19,200. Online games, message bases, files, network/comlink, 1.2GB. Free access. [Exp. #165.]

510

Albatross. (510)449-8750. 8-N-1, 24 hrs., 28,800. IBM files, CD-ROMs, games, MVP and Unlimited Connections software distribution site. Always free. [Exp. #164.]

Dr Jack's Thing. (510)689-4022. 8-N-1, 24 hrs., 28,800. 42,000 adult files. Huge Midi-Wav collection. Special offer for the ladies. [Exp. #164.]

KanonTech BBS. (510)235-6839. Martial Arts , programming, online games, 2 lines, writers/artists conferences. MOD/Midi music section. Free. Sysop: Kanon Kubose. [Exp. #164.]

MaDDog Sports BBS. (510)895-8089, 483-0203. 24 hrs., 2400–28,800. CD-ROMs, online games, FidoNet, free Internet email, Raiders, 49ers, and other team's echoes from the Internet. Lots of sports, new files daily. Sysop: Troy Earp. [Exp. #165.]

Planet BMUG. (510)849-2684. BMUG's award-winning BBS. Shareware, email, conferences and tons of other info to members. G-rated, fun for all. [Exp. #165.]

Red Dwarf BBS. (510)261-3966. 300–28,800. Wildnet, MSI SupportNet, online games, files, messages. SciFi/RPG-based fun. Sysop: Red Dwarf. [Exp. #163.]

The Stage. (510)251-2431. Pagan/Occult. PODSnet, NirvanaNet. Magickal library. Join the play. [Exp. #164.]

& the Temple of the Screaming Electron. (510)935-5845. 14,400. Full access on first call, 7 lines, chat rooms, encryption, tattoos, phone info, drug questions answered, huge BBS list, NIRVANAnet, Contra Costa Net, free. [Exp. #164.]

VA Listings. (510)637-1261. 24 hrs., 300–14,400. Multiline. VA-owned homes for sale. Sysop: David Piersall. [Exp. #164.]

VuLGaR DiSPLaY oF PoWeR. (510)443-9064. 8-N-1, 24 hrs., 33,600. Fastest BBS in the Bay Area. Free and instant access. No ratios or points. [Exp. #164.]

Windows OnLine. (510) 736-8343, telnet: WOLLY.WOLNET.COM . URL: *http://www.wolnet.com* . 8-N-1, 24 hrs., 33,600. Largest Windows BBS. Free limited trial. [Exp. #163.]

707

StarBase 515. (707)585-1623. 8-N-1, 24 hrs., 9600–33,600. Over 6.2GB of files to download. 50:1 download/upload ratio. Donations taken but not required. [Exp. #164.]

The Buzzard's Roost. (707)769-8797. 8-N-1, 24 hrs., 9600–33,600. Over 650MB available to download, no download/upload ratios, donations taken but not required. Sysop: John Miller. [Exp. #164.]

The Duck Pond BBS. (707)585-6251. 8-N-1, 24 hrs., 9600–33,600. Over 1.4GB of files to download. 20:1 download/upload ratio. Donations taken but not required. [Exp. #164.]

The Mighty Quinn BBS. (707)763-9797. 8-N-1, 24 hrs., 9600–33,600. Over 4.2GB of files to download. 10:1 download/upload ratio. Donations taken but not required. [Exp. #164.]

Zephyr—The CyberExpress. (707)421-1500. 8-N-1, 24 hrs., 2400–28,800. Full Internet access, chat, software, games, tournaments and adult nightclub. Free/fee. Sysop: John Zimmerman. [Exp. #164.]

Online Guide

Web Page Listings

continued from 202

Uncle Sherman Radio Guy *http://www.cruzio.com/~gpa/sherman.htm* Uncle Sherman x-KFAT dj. Current resume, Americana music links, cowboy stuff. [Exp. #165.]

GOVERNMENT/ POLITICS

Corporate Watch *http://www.corpwatch.org* As all the Fortune 500 companies jump onto the World Wide Web bandwagon, who's keeping an eye on them? Corporate Watch is! [Exp. #163.]

First Amendment Center *http://www.fac.org* Congress shall make no law respecting an establishment of religion, or prohibiting the free exercise thereof; or abridging the freedom of speech, or of the press; of the right of the people peaceably to assemble, and to petition the government for a redress of grievances. [Exp. #163.]

NASA's Observatorium Salutes African-American Astronauts *http://observe.ivv.nasa.gov/observe/ootd/ootd.html* See photos, list of achievements, links to biographies, and more [Exp. #165.]

ARTS

ACiD Productions *http://www.acid.org* A virtual online gallery by the underground digital artists of ACiD Productions. [Exp. #164.]

The Cannonball Express *http://www2.best.com/canonbal/* A video project-in-progess about urban firestorms and environmental. [Exp. #165.]

Discord Aggregate *http://www.discord-aggregate.com* Art, literature, music. Discord Aggregate-artists dedicated to advancing the edges of art. [Exp. #165.]

The E-Wall *http:// www.geocities.com/SoHo/3672/* A virtual wall on which you are invited to hang a piece of your own art work. [Exp. #165.]

ENTERTAINMENT/ LEISURE

1.888.MPEGVCD.COM *http://www.dvdvideocd.com* Your complete source for DVD, VideoCD players as well as the biggest selection of titles available on cyberspace. [Exp. #163.]

Art Comics *http://www.art-comic.com* An eclectic page of alternative comics, animation, and fresh toons made daily for the Internet. [Exp. #164.]

Ask Mr. Traffic *http://mrtraffic.com* The LA-based traffic safety expert and talk show host with the most comprehensive drivers info on the Web. [Exp. #165.]

B.A.D.–Bay Area Dance *http://www.sirius.com/~kwhite/* Auditions, classes, workshops, ethnic dance, and more. [Exp. #163.]

Backstage Online *http://206.43.146.101/backstage* Full-service Internet music magazines with lots of cool extras and pictures. [Exp. #164.]

Ballparks.com *http://www.ballparks.com* Every major league baseball park is available for scrutiny–even those new-fangled domed stadiums. [Exp. #165.]

Car Talk Web Site *http://cartalk.com/* The official site of Car Talk from NPR. [Exp. #163.]

CordNet *http://www.automaven.com* For fans of the classic 1936-37 Cord automobiles: photos, history, club activities, links. [Exp. #165.]

CyberHikes *http://www.cyberhikes.com/* Virtual hikes in California. State, County, and National Parks. Maps, photos, and trails. [Exp. #165.]

Cyberwit *http://www.cyberwit.com* Great computer t-shirts, etc., featuring cartoon art from one of Cracked magazine's best. [Exp. #165.]

Dee Zaster. Esq. *http://www.globalpac.com/umpsm/* The politically incorrect, depraved "bloomer" broad is working at aggravating the GOP. [Exp. #165.]

Ebonipearle Productions *http://www.ebonipearle.com* Everything LA here: traffic, weather, earthquakes, clubs, jazz, sports, etc. [Exp. #165.]

Electric Shorts Online Mini Page *http://users.aol.com/elecshorts* PC gaming files, reviews of games and heavy music, and babes. [Exp. #165.]

Flapper Station *http://www.sns.com/~rbotti/index.html* Devoted to the music, cars, radio, fashion, and silent films of the Roaring 20s and early 30s. [Exp. #165.]

Flyte Trax Query System *http://www.amerwxcncpt.com/flytrax.html/* A Web site that lets you track airliners in flight. [Exp. #165.]

USER GROUPS

AMIGA

AWEST–Amiga Users In SF. Meetings: 2nd Wed., 6:30 pm, Excelsior Branch Public Library, 4400 Mission St. (near Ocean), San Francisco. Call: (415) 441-1120. [Exp.#166.]

RE-Amiga—Redwood Empire Amiga Users Group. Meetings: 3rd Sun., 6:00 pm, 2749 Guerneville Rd., Santa Rosa. Call: Jackie, (707)571-8474, or mail: P.O. Box 7578, Santa Rosa, CA 95407. [Exp.#166.]

TOGA—The Other Group Of Amigoids. Meetings: 4th Sat., 12:30 pm, Milpitas Community Library Meeting Room, 40 N. Milpitas Blvd., Milpitas. An informal group to share ideas, PD software, and information. Free. Contact: Randy Abel, (408)356-9405 or *rabel1@dsp.com* ; or Warren Burnham, (408)252-3406 or *wburn46506@aol.com* [Exp.#166.]

ATARI

ABACUS—Atari Bay Area Computer Users Society. Meetings: 1st Sat., 1:00 pm, Potrero Branch Public Library, 2nd floor, 1616 20th St., San Francisco. Supporting all Atari computers and video games systems. Call: Roger Sinasohn, (415)469-7924, BBS (415)564-8062. [Exp.#166.]

San Leandro Computer Club. Meetings: 1st Tues., 8:00 pm, San Leandro Main Library, Estudillo Room, 300 Estudillo Ave. Call: Robbie, (510)797-5636. [Exp.#166.]

COMMODORE

CHUG (Commodore Hayward User Group). Meetings: 2nd Sat., 2:00 pm, Palma Ceia Park Clubhouse, Hayward. Commodore 64 and 128 owners are welcome to attend. Call: (510)793-7868. [Exp.#168.]

CWEST–Commodore 64/128 Users In SF. 2nd Wed., 6:30 pm, Excelsior Branch Public Library, 4400 Mission (near Ocean), San Francisco. Call: (415)441-1120. [Exp.#166.]

Diablo Valley Commodore Users Group. Meetings: 3rd Thurs., 7:00 pm, Clayton Valley Presbyterian Church, 1748 Kirker Pass Rd., Clayton. Call: (510) 689-3224. [Exp.#168.]

FUNHUG (Fremont, Union City, Newark, Hayward User Group). Meetings: 3rd Thurs., 7:30 pm, Newark Public Library, 6300 Civic Terrace Ave., Newark. For the Commodore 64/128 computer. Call: (510)793-7868. [Exp.#165.]

IBM AND COMPATIBLES

AT&T Computer Users Group. Meetings: 1st Wed., 7:00 pm, 50 Fremont St., 40th Floor (near 1st and Mission), San Francisco. Demonstrations, technical support, informal discussion. Call: (415)885-6631. [Exp.#166.]

Business Operations SIG of the Software Forum. Meetings: 1st Tues., 7:00 pm, Center for Software Development, 111 W. St. John St., Ste. 200, San Jose. Contact: Brian Tien, *briantien@aol.com* . [Exp.#165.]

East Bay FOG. Meetings: 2nd Wed., 7:30 pm, Episcopal Church of St. John-in-Montclair, 1707 Gouldin Rd., Oakland. All microcomputers, MS-DOS, CP/M. Call: (510)653-2627, 8 am–10 pm. [Exp.#168.]

Golden Gate Computer Society. Meetings: 4th Mon., 7:00 pm, San Rafael Community Center, 618 B St., San Rafael. Free intro to computers class at 6:00 pm. Call: (415)454-5556, or URL: *http://www.ggcs.org* . [Exp.#166.]

Napa Valley PC Users Group. Meetings: 2nd Wed., 7:30 pm. Guests welcome. Call: Lee Schwab, (707)257-2675 or *editor@nvpcug.org* , or URL: *http://nvpcug.org/~nvpcug/* for details and location. [Exp.#166.]

PC Clubhouse. Meetings: 1st Fri., 7:30 pm, swap at 7:00 pm, Meiklejohn Hall, Room 2002 (inside 1009), CSU Hayward. Share knowledge and PD/shareware, mentor assistance, SIGs. Call: (510)276-6450 or 538-2449. [Exp.#168.]

PC Users Group Of The Redwoods. Meetings: 2nd Thurs., 6:30 pm, Santa Rosa Veteran's Memorial Building, East Dining Room, Maple Ave., Santa Rosa. Call: (707)527-USER; or *info@sonic.net* . [Exp.#166.]

Peninsula Computer Club. Meetings: 2nd Thurs., 7:30 pm, 222 Laurel St., San Carlos. DOS and CP/M libraries. Call: (415)593-9981, BBS (415)571-9259, or *larryw3553@aol.com* . [Exp.#168.]

San Francisco Business Computers. Meetings: 4th Tues., 5:30 pm, 110 Pacific, #153, San Francisco. For people who use computers in their work. Visitors $10. Call: (415)788-5338 or *sfbc@juno.com* . [Exp.#166.]

San Francisco PC Users Group. Meetings: 3rd Tues., 7:30 pm, PUC Auditorium, 505 Van Ness Ave./McAllister. Presentations, Q&A sessions. Call: Jerry Stern, (415)572-1100 or 777-1332 for recorded events message. URL: *http://www.sfpcug.org/~group* . [Exp.#163.]

INTERNATIONAL

International Macintosh Users Group (IMUG). Meetings: 3rd Thurs., 7:00 pm, Adobe Systems Headquarters, 345 Park Ave., San Jose. A forum for multilingual/multiscript computing. $2; free for IMUG members. Call: Roger Sherman, (415)859-5146. [Exp.#166.]

International Software SIG Of the Software Forum. Meetings: 3rd Mon., 7:00 pm, Cubberly Community Ctr., 4000 Middlefield Rd., Rm. A-2, Palo Alto. $10. Contact: Charlie Pfefferkorn, *charliep@crystal-media.com* . [Exp.#165.]

INTERNET

Bay Area Internet User's Group (BAIUG). Meetings: 1st Weds., Novell Seminar Room, Bldg. 4 Embarcadero Center, Ste. 540, San Francisco. Contact: Ed Reiss, (510)204-9869, or Ted Resnick (415)703-0051, or URL: *http://www.baiug.org* . [Exp.#165.]

Internet Database SIG of the Association of Database Developers (ADD). Meetings: 3rd Weds., San Francisco. Focuses on how to integrate databases into Web sites. Contact: Patrick Lynch, (510)482-5329, *patl@a.crl.com* , or URL: *http://ram.clearink.com/sig/* [Exp.#165.]

Internet SIG Of The Software Forum. Meetings: 2nd Wed., 7:00 pm, DEC Auditorium, 130 Lytton Ave., Palo Alto. Contact: Dave McClure, *daveaslan@msn.com* . [Exp.#165.]

LEGAL

SF Bar Assoc. WordPerfect User Group. Meetings: 3rd Wed. odd-numbered months, noon, SF Bar Assoc. Boardroom, 7th Fl., 685 Market St., San Francisco. Brown bag meetings. Call: (415)421-5650. [Exp.#164.]

MACINTOSH

Association Of A32 Users. Meetings: 2nd Sat., 10:00 am, Sunnyvale Community Center Arboretum, 550 E. Remington Ave. (near corner of El Camino and Fair Oaks). Q&A session; guest speakers and vendor demonstrations; shareware, freeware, and PD software disks. Call: (408)263-0398. [Exp.#166.]

BMUG User Group. Meetings: every Thurs., 6:30 pm, BMUG, 2055 Center St., Berkeley. Q&A, vendor demo and raffle. Free. Contact: (510)549-2684. [Exp.#168.]

BMUG User Group (San Francisco). Meetings: last Mon., 6:30 pm, McBean Theater in the Exploratorium. Q&A, vendor demo and raffle. Free. Contact: (510)549-2684. [Exp.#168.]

BMUG User Group (South Bay). Meetings: 3rd Mon., 7:00 pm, Apple Town Hall, Cupertino. Q&A, vendor demo and raffle. Free. Contact: (510)549-2684. [Exp.#168.]

Diablo Valley Macintosh User Group (DVMUG). Meetings: 3rd Tues., 6:30 pm, Bancroft School, Multi-Purpose Room, 2200 Parish Dr., Walnut Creek. Get together with Mac and Performa users. Many SIG meetings. Call: (510)938-4544. [Exp.#165.]

Macintosh Users Group of the Napa Valley. Meetings: 2nd Thurs., 6:30 pm, Bel Aire Plaza on Trancas Ave., Napa. Contact: Jim Gillespie, (707)252-1665, *gillespi@napanet.net/* . [Exp.#168.]

PAUG—Peninsula Apple User Group. Meetings: 3rd Thurs., 6:30 pm, Unitarian Church, 2124 Brewster (corner of Lowell), Redwood City. Beginners and advanced, question and answer, new product demos, public domain software. Call: Roger, (415) 367-8657 or *rlakner@sirius.com* . [Exp.#166.]

San Francisco Macintosh User Group (SFMUG). Meetings; monthly, SFSU. (415)587-4052 (online service), 487-5463 (info). [Exp.#163.]

MISCELLANEOUS

FileMaker Pro Database Interest Group (DIG.FM). Meetings: 3rd Thurs., 7:00 pm, Claris Corp., 5201 Patrick Henry Dr., Santa Clara. Presentations, demos, and tips by and for passionate users of FileMaker Pro for both Mac and Windows. Not affiliated with Claris. Free. Contact: *info@digfm.org* , or URL: *http://www.digfm.org* . [Exp.#166.]

Game and AR Developers SIG of the Software Forum. Meetings: 3rd Thurs., 7:00 pm, Cubberly Community Ctr., 4000 Middlefield Rd., Rm. H-1, Palo Alto. Contact: Byron Hale, *blhale@einfo.com* . [Exp.#165.]

Marketing SIG Of The Software Forum. Meetings: 2nd Mon., 7:00 pm, Stanford World Internet Center, The Stanford Barn, 700 Welch, Ste. 200, Palo Alto. Contact: Stan Trumbull, *strumb@bayarea.net* . [Exp.#166.]

SF Bay Area Powerbuilder Users Group. Meetings: 3rd Thurs., 1:00 pm. See Web site *(http://www.techtalent.com///powerbuilder/sfpbug)* for meeting location. All welcome. Contact: [Exp.#166.]

MOBILE

Stanford Newton User Group. Meetings: 2nd and 4th Tues., 7:00 pm, Printer's Inc. Bookstore Cafe, 310 California Ave., Palo Alto. Contact: Flash Sheridan, (415)462-9203, *snug@pobox.com* , or URL: *http://pobox.com/~snug/* . [Exp.#166.]

MULTIMEDIA

Multimedia SIG Of The Software Forum. Meetings: 4th Thurs., 7:00 pm, Cubberly Community Ctr., 4000 Middlefield Rd., Rm. H-1, Palo Alto. $10. Contact: Mike Schmit, *mschmit@mcimail.com* . [Exp.#165.]

NOVELL

Monterey Novell Users Group. Meetings: 3rd Thurs., 6:30 pm, 1020 Merrill St., Salinas. Call: (408)645-2475. [Exp.#166.]

OS/2

OS/2 Bay Area User Group. Meetings: 3rd Mon., 7:00 pm, Stanford Linear Accelerator Center Auditorium, 2575 Sand Hill Rd., Menlo Park. Free to members, non-members $3. Presentations, demonstrations, technical discussions. Call: (510)945-7565 ext. 100, or URL: *http://www.davebsoft.com/os2baug* . [Exp.#166.]

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USER GROUPS continued...

PROGRAMMING LANGUAGES

Delphi SIG Of The Software Forum. Meetings: 2nd Wed., 7:00 pm, KnowledgePoint, 1129 Industrial Ave., Petaluma. $10. Contact: Bjarne Winkler, *nts4618086@aol.com* . [Exp.#165.]

Forth Interest Group, North Bay Chapter, and BMUG Forth SIG. Meetings: 2nd Sat., 1 pm, tutorial at noon, BMUG, 2055 Center St., Berkeley. Call: Leonard Morgenstern, (510)376-5241 or *nleonard@aol.com* . [Exp.#166.]

Java SIG of the Software Forum. Meetings: 1st Mon., 7:00 pm, Cubberly Community Ctr., 4000 Middlefield Rd., Rm. H-1, Palo Alto. Contact: Tom Hill, *javasig@worldware.com* . [Exp.#165.]

Visual Basic Silicon Valley SIG of the Software Forum. Meetings: 2nd Thurs., 6:00 pm, Cubberly Community Ctr., 4000 Middlefield Rd., Rm. H-1, Palo Alto. $10. Call: Allan Colby, *acolby@guidex.com* . [Exp.#165.]

Visual Basic-San Francisco SIG of the Software Forum. Meetings: 3rd Thurs., 6:30 pm, Terrace Systems, 450 Sansome St. at Clay, Ste. 1250, San Francisco. Contact: Bill Storage, *75250.1360@compuserve.com* [Exp.#165.]

VRML SIG of the Software Forum. Meetings: 3rd Tues., 7:00 pm, Cubberly Community Center, 4000 Middlefield Rd., Rm. H-1, Palo Alto. Contact: Katherine Bretz, *kbretz@ossi.com* . [Exp.#165.]

TEXAS INSTRUMENTS

TI-99/4A. Meetings: 2nd Sat., Oakland. Need soft-/hardware? Call: Fred, (510)530-8335. [Exp.#163.]

UNIX

UNIX SIG of the Software Forum. Meetings: 2nd Tues., 7:00 pm, Amdahl Corp., 1250 E. Arques Ave., Sunnyvale. $10. Contact: George Bosworth, *georgeb@netcom.com* . [Exp.#165.]

WINDOWS

Windows NT Engineering Association of Silicon Valley (NTEA). Meetings: Second Tues., 6:00 pm, Santa Clara County Office of Education building, 1290 Ridder Park Dr., San Jose. Idea exchange, new technology, job opportunities. Meetings will focus on design, set-up, and troubleshooting servers, system administration, and software development issues. No fee for first-time participants. Contact: (408) 437-8803. [Exp.#166.]

Windows SIG Of The Software Forum. Meetings: 1st Wed., 6:30 pm, Cubberly Community Ctr., 4000 Middlefield Rd., Rm. H-1, Palo Alto. Contact: Fran Finnegan, *lexi@fomci.com* . [Exp.#165.]

ASSOCIATIONS

Association For Women In Computing. Meetings: 1st Wed., 6:00 pm, Standing Room Only, Crocker Galleria, 50 Post St., San Francisco. $10 members, $15 guests. Call: (415)979-8450. [Exp.#168.]

Is Your Listing Missing?

Free user group and association listings are limited to the group's name, meeting information, contact name and phone number, and a ten-word description. They will be **deleted at six-month intervals** to ensure timeliness and accuracy of information.

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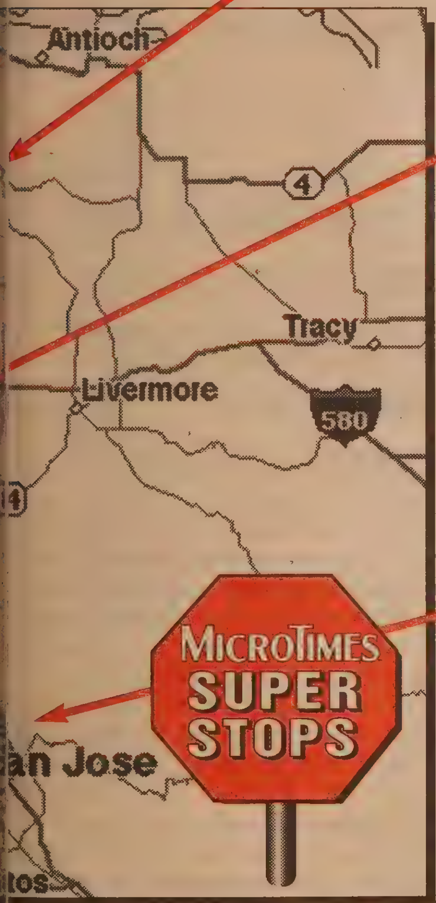

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San Jose
(Across Oakridge Mall)

•PIXEL USA
1937-B Tully Rd., San Jose
(X Street: Quimby)

•WORLD NET
1503 N. Milpitas Blvd., Milpitas
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Web Page Listings *continued...*

Gotham World Order (GWO) *http://www.geocities.com/~gwo* One of the best email fantasy wrestling leagues on the net. Open to new wrestlers. [Exp. #165.]

The Literate Traveller *http://www.literatetraveller.com* An independent bookseller specializing in travel literature, guidebooks, and mysteries set in exotic locales. [Exp. #163.]

Movo Media *http://www.movo.com* Meet local singles. Try if free, use code 850. [Exp. #165.]

Midimark Productions *http://www.midimark.com* Sound and samples for samplers available on floppy disks, CD, and CD-ROM. Specializing in Hip Hop, dance, and House. [Exp. #165.]

OnVideo *http://www.cyberpod.com/cyberpod/onvideo.htm* A complete home video guide to current and forthcoming movies released on tape. [Exp. #163.]

Pavillion Community Network *http://www.1pavillion.com* The most comprehensive guide to your community with instant access to hundreds of local businesses, events, government and educational info, and more. [Exp. #165.]

QUICKcheck *http://users.aol.com/jwag777/quick/index.html* Quickly check how movie critics from fifteen major newspapers and magazines rate today's movies. [Exp. #163.]

RailTech Software Systems *http://www.railsoft.com* Software for the railroad industry. As a service we have links to all major railroads, short line railroads, as well as all associated sites pertaining to railroads. [Exp. #165.]

Randy Fochet Home Page *http://members.aol.com/ulovesax/randy.html* Announcing the release of Randy's latest recording, "From Slow To Rock 'N Roll." If you like Kenny G, you'll love Randy. [Exp. #165.]

Slam And Scream Office Stories Page *http://www.io.com/~slam/* New site for administrative assistants, secretaries, and other office "underlings." [Exp. #163.]

The Sleeping Princess *http://www.well.com/~wmnorell* On the effects of mass hysterical amnesia on the female psyche. A Woody Allenish comedy site. [Exp. #165.]

The South End Zone *http://southendzone.com* Green Bay Packers historical information. The most complete sports team Web site on the world. [Exp. #164.]

The Sporting News *http://sportingnews.com* The weekly magazine offers user customization and participation. [Exp. #165.]

Taqueria La Cumbre *http://www.hotchilies.com* The best mexican food anywhere, even Mexico. Try our award-winning tacos and burritos. [Exp. #164.]

Tennis Time *http://www.jjplaza.com.com* Recreational tennis lessons for beginning and intermediate students. Videos, text, and photos. [Exp. #164.]

Tracy G.'s G Factory *http://www.geocities.com/SunsetStrip/Alley/8043* Info and tour dates for Tracy G., rock guitarist from WWIII, G Factory, and DIO. [Exp. #164.]

Weekly Planet *http://www.weeklyplanet.com/weeklyplanet* The global alternative weekly that delivers your "link" to news and entertainment on the Internet. [Exp. #164.]

Weird Al Yankovic: The Bermuda Files *http://www.loop.com/~bermuda* The latest news, photos, and insider info on Weird Al from his drummer, Bermuda Schwartz. [Exp. #165.]

ADULT ENTERTAINMENT

ABC-XYZ Adult Links *http://www.xxxvisions.com/att.htm* Links to the hottest adult sites on the Web, updated daily. [Exp. #163.]

Adult CD-ROMs! *http://www.romdezvous.com/* The hottest adult interactive CD-ROM games, movies, and videos avaliable. Free catalog. [Exp. #165.]

Amsterdam Live! *http://www.xxx.inter.net* Live sex shows from Sin City. [Exp. #165.]

Bikini Net *http://www.bikininet.com* Exclusive sexy photos and QuickTime videos of gorgeous women in and out of binikins. [Exp. #163.]

Dr. Jack's Thing BBS *http://www.drjack.com* Gateway to one of N. California's hottest BBSs. Free samples, great hot links. [Exp. #165.]

HOTXXX Girls *http://hotxxx.com* Lots of pics, memberships available. [Exp. #164.]

House Of Erotic Fantasies *http://users.deltanet.com/~kjackson* Lots of XXX graphic files, sounds, adult stories, and links. [Exp. #164.]

Just Say Ahh Productions *http://www.jsahh.com* XXX explicit hardcore adult images. [Exp. #163.]

Red Hot Women *http://redhotwomen.com* The hottest women on the Internet, free pictures, live shows, and videoconferencing. [Exp. #164.]

Sexorgy *http://www.sexorgy.com* Everything you want is here: movies, live girls, and lots of pictures. Over 18 only. [Exp. #164.]

Sexysex Online Magazine *http://www.sexysex.com* Free pictures, live shows, subscriptions, new features and pics every week. Over 18 only. [Exp. #164.]

Virtual Brothels *http://www.virtualbrothels.com* Free red hot sexy adult story about Nevada brothels with map and travel guide. [Exp. #165.]

Zeke Gruntly *http://www.globalpac.com/umpsm/c30.htm/* The cartoon XXX-antics of Zeke—the beer drinkin'est, stinkin'est, 76-year-old stud in Pismo Beach. [Exp. #163.]

Telecommuting

continued from page 54

materials pile up for telecommuters while they're working outside the central office. When this happens, the piles of paperwork create a major barrier to productivity—both practical and psychological—every time the telecommuter returns to his or her office desk.

Instead, see if you can't arrange to forward messages to the telecommuter as they come in. And if it's not practical to ship in-box materials to the telecommuter, perhaps you can organize some kind of buddy system between two telecommuters doing much the same work so each one covers the other's in-box on days they're working outside the corporate office.

- **Go For Volunteers**

One of the most important methods for reducing the negative impact of transitional problems on new telecommuters is to ask for volunteers. These people are more highly motivated than others to succeed at telecommuting, and are therefore less likely to be intimidated or discouraged by setbacks, difficulties, and changes in their lives or work that result from telecommuting.

> *Telecommuters frequently say the few extra* ***minutes of sleep*** *they can get because they're not traveling to the office on a particular day* ***makes a big difference*** *not only in their enjoyment of life, but in their* ***productivity and effectiveness*** *on the job.*

- **Institute Replacement Procedures**

Have you ever tried to break a bad habit, like smoking or cracking your knuckles? For most people, it's difficult just to quit and do nothing with that time and energy. It's a lot easier to replace a bad habit with a new, better habit.

Telecommuters react the same way. For example, it's common for new telecommuters to feel dislocated because they're no longer attending the regular Monday morning staff meeting, for example, and instead must be satisfied with plunging into routine work first thing. It's usually easier for them to become accustomed to telecommuting if they replace the regular office meeting with a regular teleconference or computer "chat" session.

Some of the most "missed" activities associated with working in a central office include lunch-time chats, meeting with colleagues and talking about the details of current projects at the water fountain or coffee machine, and being frequently interrupted by ongoing activities or people with questions and comments.

Telecommuting *continued...*

Feelings of isolation and falling "out of the loop" can often be reduced or eliminated by replacing the office-environment experiences with their telecommuting equivalents, which include: conference calls, computer conferences or chats, and regularly scheduled phone calls at certain times of the day to discuss whatever's "hot" at the moment.

• Fill The Telecommuter's Plate

An idle brain is not only the Devil's playground, it's a fertile field for nurturing problems that stem from making the transition to telecommuting. That's why most telecommuters who have had the easiest time with their transition suggest keeping busy may be the best medicine.

To do this, employers, supervisors or managers should try to give the new telecommuter a fairly full plate of responsibilities for those days spent working away from the main office. The pressure to accomplish a great deal while coping with the necessary adjustments in working habits will to a large degree reduce the opportunity to ruminate about the problems associated with telecommuting, and in this way ease the transition.

Train For Communications, Goal Orientation, And Self-Discipline

Given the prevalence of the old-style working paradigm—commuting five days a week to a centralized office, which is the one and only place where you do all or nearly all of your work—it's entirely understandable that people would grow up and become accustomed, trained, and appreciative of the rhythms and routines of working in a downtown office.

That's why it usually requires a little training or education to get people thinking a little more objectively about these old patterns of work, and to give them alternatives that make as much or more sense for the new paradigm of work—telecommuting one or more days of the week.

Training—for the telecommuters and those to whom they report—should cover at least three important areas:

• Communications

This would include such topics as: how often to communicate with the office; how to set up and maintain relationships with supportive "gatekeepers" at the office; how to communicate effectively with less spontaneity and more planning; and handling multi-channel (fax and phone, computer and fax) conversations.

• Goal Orientation

This would include such topics as: how to set and maintain daily, weekly, monthly, yearly, and "per project" performance goals; formulating a goal you can reasonably hope to attain; measuring progress toward a goal; winning agreement on goals from others, including your supervisor, colleagues, and subordinates; and adjusting goals to meet changing realities.

• Self-Discipline

This would include such topics as: balancing work and family matters; working when you'd rather relax; relaxing when you'd rather work; recognizing the differences between "self-discipline" and "rigidity" or "workaholism," and techniques to increase your self-discipline. ■

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DIGITAL PHOTOGRAPHY

continued from page 243

Although digital cameras are coming down in price, the $500 digital camera still does not give you the quality you expect from a $10 disposable camera.

The final piece of equipment you need is a photo-quality color printer. Several years ago, the choice in ink jet printers was black ink or color ink. The latest twists, however, are photo-quality color printing and high-resolution paper.

Both Canon and Hewlett-Packard make photo-quality ink jet printers. The Canon BJC-620 did a good job and has a resolution of 720 x 720. Canon offers high-resolution paper ($24.99/200 sheets), that gives even higher quality prints.

I also tried the Hewlett-Packard DeskJet 694C printer. While this printer has a resolution of only 600 x 600, it has a better overall quality. HP holds two ink cartridges: one color and the other black ink. When you want color photo quality, you switch the black ink cartridge with a photo cartridge. This adds extra color and pastels. The results are spectacular. Then I printed on Hewlett Packard's Photo Paper ($11.95/20 sheets), which gave me prints that were close to amazing. The key to startling prints is to use the Photo Paper.

RESOURCES:

Canon BJC-620 $399
Canon Computer Systems, Inc.
2995 Redhill Ave.
Costa Mesa, CA 92626
1-800-848-4123

EasyPhoto Reader $199.99
Storm Technology
521 Almanor Ave.
Sunnyvale, CA 94086
1-888-438-3279

Hewlett-Packard DeskJet 694C $299
Hewlett-Packard Co.
3000 Hanover St.
Palo Alto, CA 94304
1-800-752-0900

LivePix $49.99
Live Pictures, Inc.
531 Howard St., 3rd Floor
San Francisco, CA 94105
1-800-727-1621

Polaroid PhotoPad Bundle $249
Polaroid Corp.
Cambridge, MA 02139
1-800-662-8337

This DeskJet 694C printer is designed for the home market and includes software bundled on CD-ROM. Samples of the Photo Paper and fabric transfers are also included.

If you have been thinking about experimenting with digital photography, it is never too late to start. I have no doubt that the technology will improve over the next months and years, but right now the quality is so impressive that there is no reason to put off getting into this new technology. ■

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Product Reviews

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for starting and ending print jobs.

The 860 is clearly a speed demon. For example, a document that took 22 minutes on a HP LaserJet II, or 18 minutes on a NEC 660 (the predecessor to the NEC 860), only takes 8 minutes on the 860 laser printer.

The 860 also has an Energy Savings Mode. In sleep mode the energy consumption drops from 400 watts while printing to 15 watts while idle. The status monitor shows if the printer is asleep. If so, it only takes a few seconds to warm up when you start a new print job.

If you need watermarks on your document, the 860 gives you the option of printing watermarks on all pages or only on the first page of a document. I did run into problems, however, when I tried printing ten copies of a document with a watermark on the first page. Only the first page of the first copy had the watermark. For now, the solution was to print each copy separately.

Since the 860 prints face, the default setting places page one on the bottom. It is easy to change the settings to reverse printing so that your documents come out in the correct order, but the entire document must first be spooled to disk before printing starts. Not a big deal, but it does add a little extra time. (NEC Technologies, Inc., 1414 Massachusetts Ave., Boxborough, MA 01719-2298, 1-800-632-4636, URL: *http://www.nec.com*)

PDA Software Review

Intellisync for the HP 200LX Palmtop PC

Manufactured By: Puma Technologies

List Price: $69.95

Review By: Matthew Leeds

The hottest thing in personal digital assistants (PDAs) is data synchronization—moving data between a PDA and desktop computer and reconciling differences in the data between the two systems. IntelliSync brings this capability to the HP 200LX, one of the oldest but still popular PDAs.

There are many elements to data synchronization: data transport, conflict resolution, data conversion, and support for a variety of target applications. IntelliSync addresses all of these, and does so in a sophisticated manner. For example, many applications may use different names for the same piece of data. Do you call the main switchboard number for a business the primary number, the main number, the preferred number, etc. IntelliSync lets you see the exact names used for each field in both your target application and the source application, and set up the exact field mapping you desire. It also knows a great deal about all of the applications it supports, and can make accurate guesses as to how to parse out data correctly. Does an application store an address with the city, state, and zip code in a single field? It can separate them out and map them to separate fields. Does a calendar application store a repeating event as a separate series of events or as a single repeating event? It can handle the conversion to/from either style.

IntelliSync support full data synchronization to over a half dozen target applications, and will import and export data to over another half dozen applications. It will also import data to an HP 200LX from the HP OmniGo, Casio BOSS, Psion Series 3 and 3a, and the Sharp Wizard and Zaurus. The package includes a serial cable for the HP 200LX and runs under all versions of Windows. This is the program to get if you need to keep your HP 200LX in sync with your desktop system. (Puma Technologies, Inc., PO Box 309, Woodstock, IL 60098. 1-800-240-7869. URL: *http://www.pumatech.com/*)

Networking Software Review

EtherPeek for Windows

Published By: AG Group

List Price: $995

Review By: Matthew Leeds

The AG Group has long owned the Macintosh protocol analyzer market with EtherPeek, one of the best protocol analyzers on any platform. When they announced plans to port EtherPeek to Windows, my colleagues and I believed that they would quickly own a significant portion of that market as well. While that may eventually come to pass, the initial release of EtherPeek for Windows will have a more modest impact.

Protocol analyzers are tricky beasts. They capture packets off the network, and present their contents in a form more intelligible to you and I. Just how intelligible depends on how much you know about Ethernet networks. The more analysis and diagnostic features in a protocol analyzer, the easier they are for the lesser experienced to use. The latest version of EtherPeek on the Macintosh is a model for its type; this Windows release doesn't match up to the Macintosh version. To their credit, the AG Group admits this, and plans a series of upgrades to eventually bring both versions to feature parity.

EtherPeek for Windows captures packets, decodes protocols, provides some charting of traffic, has configurable filters and triggers, lets you follow a single 'conversation' thread through a capture session, does name resolution for TCP/IP, and handles an impressive array of protocols. It supports 100 Base-T Fast Ethernet decodes (good luck getting all the packets on the wire), and is reported to work with any Ethernet card that supports NDIS 3 and promiscuous mode. It will work without disrupting your existing connection to the network, and is a breeze to install and operate (not true with many other Windows and DOS protocol analyzers).

What's missing in this release includes HTML traffic stats, plug-ins, threshold alerts (and paging notification), errored packet captures, column layout controls, and sorting of stats. There is also no name resolution for Netware clients and no filters for NetBIOS or NetBEUI protocols. This limits its usefulness on NT- and Netware-based networks.

The AG Group does have a generous policy for upgrades, and also offers many add-ins and patches at their Web site. Both versions of EtherPeek share the same capture format (capture on one system, decode on the other, or vice-versa). If you don't yet own a Windows-based protocol analyzer, and are willing to grow with a product, this may be the right choice for you. Once version 2.0 ships, the AG Group may just eat the other guys for lunch. (AG Group, 2540 Camino Diablo, Ste. 202, Walnut Creek, CA 94596. 510/937-7900)

Graphics Software Review

Intellihance v2

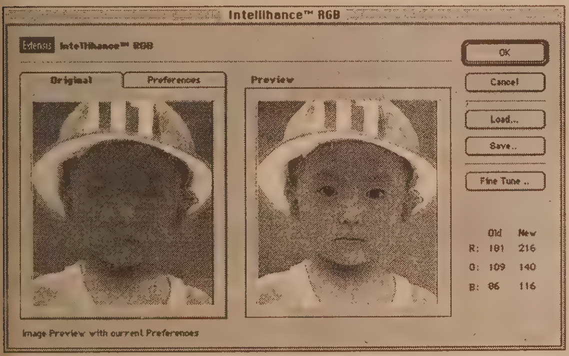
Published By: Extensis Corp.

List Price: $149 (Macintosh), $99.95 (Windows)

Review By: Matthew Leeds

Intellihance is an automated image enhancement plug-in for Photoshop and Photoshop plug-in compatible applications. It automatically adjusts image contrast, brightness, saturation, sharpness, and despeckle in a single process. It calculates the optimal changes via an artificial intelligence engine and in a majority of cases requires no user intervention. The results are nothing short of astounding.

The Macintosh version works with Photoshop 2.5.1 and above under System 7.1 and above. The Windows version requires Photoshop 3.0.4 and above, and works with Win95 or Win 3.1 with Win32s. The Macintosh version also supports batch processing with Quick Keys and PhotoMatic, and Extensis has also included their freeware plug-in, PhotoNavigator, which creates a small, resizable floating palette that contains a thumbnail representation of an entire image. You can navigate within the larger image by clicking in the thumbnail.



	Old	New
R:	181	216
G:	109	140
B:	86	116

Intellihance has three user interfaces. The simplest is a button that applies the artificial intelligence engine to an image and makes a best-guess correction. In most cases that's all you need. There is a preferences interface in which you can adjust the settings used in the automatic adjustment process. A third interface is used to fine-tune the adjustment process for a single image. It provides a side-by-side preview of the original image and the adjusted image, and lets you adjust the tonal ranges (black, mid, and white point), saturation, sharpness, and despeckle settings.

You can work in RGB, CMYK, and Grayscale modes. A professional RGB to CMYK color separation table is also provided. The preview mode includes a densitometer that gives you before and after pixel values.

Intellihance is the perfect solution for correcting off-color scans, and also works wonders at correcting PhotoCD images. It makes a tedious process much easier, and provides non-experts with a powerful tool for expert results. (Extensis Corp., 55 S.W. Yamhill St., 4th fl., Portland, OR 97204. 1-800-796-9798 . Mark Law, 503/274-2020 ext. 135, *mlaw@extensis.com* , URL: *http://www. extensis.com*)

CD-ROM Review

Peterson Multimedia Guides North American Birds

Published By: Houghton Mifflin Interactive

List Price: $69.95

Review By: Ron Enderland

Peterson Multimedia Guides
North American
Birds

The world is made up of two types of people: birdwatchers, and the other guys. I, as a "recreational" birdwatcher (I seldom leave my backyard), am familiar with the wonderful *Roger Tory Peterson Field Guides*. They are simply the state of the art, as far as printed bird-identifying aids are concerned.

Reference works are being transformed into CD-ROMs at a dizzying rate. The results are decidedly uneven. Thus, it was with a bit of anxiety that I previewed this offering. Could it possibly live up to its printed namesake?

Well, I had nothing to worry about. *Peterson Multimedia Guides North American Birds* is a premier example of multimedia. It is well-organized, scientifically accurate, and has a nifty bonus that the book can't provide. Read on.

It is laid out in an easily understood manner. For example, among the choices that are available in the opening screen is "Visual Category Guide." Selecting this takes you to the familiar "silhouette" layout that is found in the *Field Guides*. Selecting a category of birds takes you to a detailed montage of family types, from which you may further narrow your search.

Also included is an electronic lifelist feature, a skillbuilder (two quizzes), "Peterson's Perspective" (a marvelous ten-minute movie of the late master himself), and, in this program's finest hour, bird calls!

Fine recordings of the bird's voices (assembled by Cornell University) are included. This alone makes this program an invaluable aid to both the serious birder and the backyard watcher like me.

Peterson Multimedia Guides North American Birds is simply a must-buy for bird lovers. (Houghton Mifflin Interactive, 120 Beacon St., Somerville, MA 02143. 617/503-4888. URL: *http://www.hminet.com*)

Game Review

Castle Infinity

Published By: Starwave Corp.

List Price: $39.95

Recommended Ages: 6-12

Review By: Ron Enderland

So, what's a parent supposed to do? I mean, there's trash all over the television, Doom on the Internet, just what sort of nonviolent entertainment is there for young kids?

Well, this is where Castle Infinity offers a difference. The CD-ROM contains all the graphics and other paraphernalia needed, and sends your child to a Web site where the actual adventures take place. It is inoffensive, fun, challenging, well-monitored, and, in the words of my 9-year-old, "cool!"

Life in the Castle is governed by The Ten Rules, which include no swearing, no teasing or being mean, no hassling over race, religion, or the like, etc. It is well-policed by monitors, and I have no qualms about letting my kid spend hours there.

Your mission is to "smash monsters" through controlling a custom-designed avatar. The monsters are "blasted" in the tradition of cartoon characters, i.e. no blood or graphic violence. The baddies fight back, of course, and if you are unlucky enough to "buy the farm," you are sent to (gasp) your room! Of course, the Castle can be reentered at this point.

The game works well with a TCP/IP connection, as well as Internet access through providers like America Online. There is no modem speed listed in the minimum requirements, but, as expected, it will run much smoother on a 33.6Kbps modem than an older 14.4 modem.

The $39.95 price includes the CD-ROM as well as a lifetime membership. The Web site is quite elaborate, and (like all Web sites) is being constantly improved. This makes the game a great value, as well as superior to static programs that are quickly mastered by obsessive kids. (Starwave Corp., 13810 SE Eastgate Way, Bellevue, WA 98005. 206/957-2000. URL: *http://www.castleinfinity.com/*) ■

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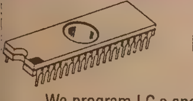

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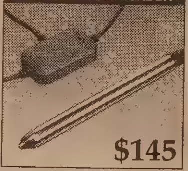

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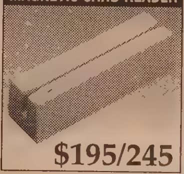

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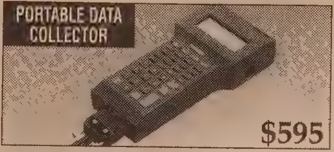

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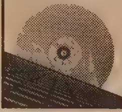

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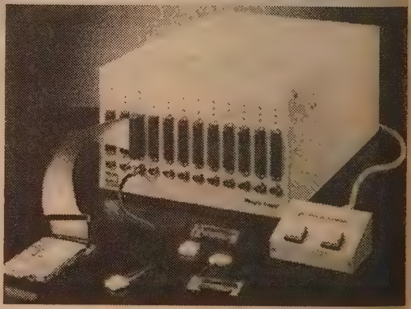

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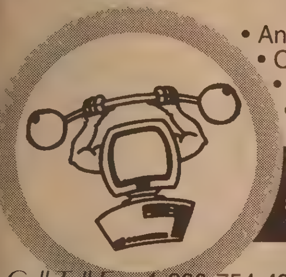

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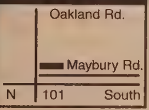

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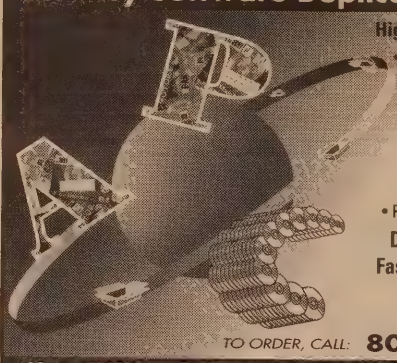

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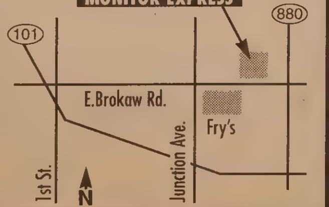

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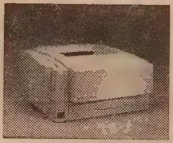

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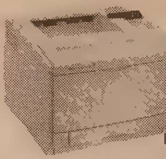

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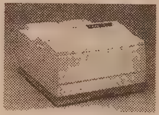

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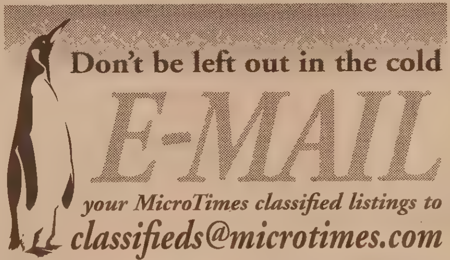
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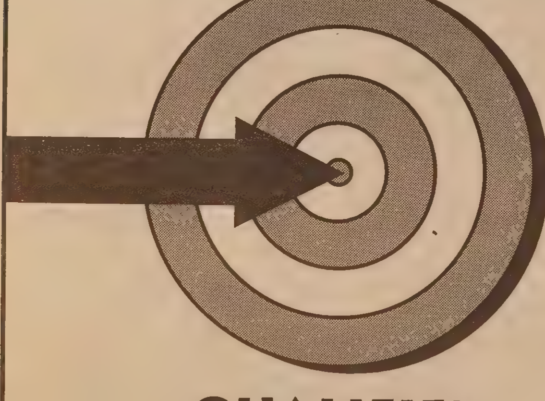

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- 12X CD-ROM [illegible]
- **33.6 Internal Fax Modem w/voice**
- **Matrox Mystique 2MB SGRAM**
- Sound Blaster 32 PNP or Yamaha Sound
- High Performance 180W Speakers
- TEAC 1.44MB 3.5" Floppy Drive
- Mid Tower Case with Power Supply
- Keytronics Keyboard for Windows 95
- Microsoft Mouse with Pad
- Free Microsoft Windows 95
- **Free Microsoft Encarta, Works, Money and Bundle CD**
- Monitor Sold Separately (see page 3)

P5-120/256K PCI (Asus Triton)	$1238
P5-133/256K PCI (Asus Triton)	1268
P5-150/256K PCI (Asus Triton)	1288
P5-166/256K PCI (Asus Triton)	1408
P5-200/256K PCI (Asus Triton)	1598
MMX-P166/256K PCI (Asus Triton)	1508
MMX-P200/256K PCI (Asus Triton)	1688
P5-120/256K PCI (Intel Marl) ATX*	1238
P5-133/256K PCI (Intel Marl) ATX*	1268
P5-150/256K PCI (Intel Marl) ATX*	1288
P5-166/256K PCI (Intel Marl) ATX*	1408
P5-200/256K PCI (Intel Marl) ATX*	1598
PP-180 PCI (Intel Venus) ATX	1738
PP-200 PCI (Intel Venus) ATX	1878
PP-180 PCI (Super Micro)	1768
PP-200 PCI (Super Micro)	1908
Dual PP-180 PCI (Super Micro)	2398
Dual PP-200 PCI (Super Micro)	2668
* Intel Tucson Motherboard ATX	+$10

See Page 3 of Our Ad for All Upgrade Prices

HI-TECH PROFESSIONAL
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P5-200 ONLY $1,438

- **16MB EDO** (32MB/64MB: +$80/$230)
- **1.2GB EIDE** (2.0GB/2.5GB:+$30/$60)
- **12X CD-ROM** (16X: Add $30)
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- Keytronics Keyboard for Windows 95
- Microsoft Mouse with Pad
- Free Microsoft Windows 95
- **Free Microsoft Encarta, Works, Money and Bundle CD**
- Monitor Sold Separately (see page 3)

P5-120/256K PCI ((Asus Triton)	$1078
P5-133/256K PCI (Asus Triton)	1108
P5-150/256K PCI (Asus Triton)	1128
P5-166/256K PCI (Asus Triton)	1248
P5-200/256K PCI (Asus Triton)	1438
MMX-P166/256K PCI (Asus Triton)	1348
MMX-P200/256K PCI (Asus Triton)	1628
P5-100/256K PCI (Intel Atlantis)	1108
P5-120/256K PCI (Intel Atlantis)	1118
P5-133/256K PCI (Intel Atlantis)	1148
P5-150/256K PCI (Intel Atlantis)	1168
P5-166/256K PCI (Intel Atlantis)	1288
P5-120/256K PCI (Intel Marl) ATX*	1078
P5-133/256K PCI (Intel Marl) ATX*	1108
P5-150/256K PCI (Intel Marl) ATX*	1128
P5-166/256K PCI (Intel Marl) ATX*	1248
P5-200/256K PCI (Intel Marl) ATX*	1438
* Intel Tucson Motherboard ATX	+$10

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HI-TECH HOME
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P5-166 ONLY $1,108

- **16MB RAM** (32MB/64MB: +$80/230)
- **1.2GB EIDE** (2.0GB/2.5GB:+$30/$60)
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- 16-Bit Sound Card & 80W Speakers
- TEAC 1.44MB 3.5" Floppy Drive
- Mid Tower Case with Power Supply
- Keytronics Keyboard for Windows 95
- Microsoft Compatible Mouse with Pad
- Free Microsoft Windows 95
- **Free Microsoft Encarta, Works, Money and Bundle CD**
- Monitor Sold Separately (see page 3)

5X86-133/256K PCI-VLB	$848
AMD K5-P75/256K PCI (Intel Triton)	868
AMD K5-P100/256K PCI (Intel Triton)	908
AMD K5-P133/256K PCI (Intel Triton)	928
6X86-P150+/256K PCI (Intel Triton)	938
6X86-P166+/256K PCI (Intel Triton)	968
6X86-P200+/256K PCI (Intel Triton)	1048
P5-100/256K PCI (Intel Zappa)	948
P5-120/256K PCI (Intel Zappa)	958
P5-133/256K PCI (Intel Zappa)	988
P5-120/256K PCI (Intel Triton)*	938
P5-133/256K PCI (Intel Triton)*	968
P5-150/256K PCI (Intel Triton)*	998
P5-166/256K PCI (Intel Triton)*	1108
P5-200/256K PCI (Intel Triton)*	1298
MMX-P166/256K PCI (Intel Triton)*	1218
MMX-P200/256K PCI (Intel Triton)*	1398
* Intel Marl/Tucson M/B ATX	+$60/$110

See Page 3 of Our Ad for All Upgrade Prices

HI-TECH DELUXE
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5X86-133 ONLY $638

- Motherboard with CPU
- **8MB RAM** (16MB/32MB: +$40/$120)
- **630MB EIDE** (1.2GB/2.0GB:+$40/$70)
- **4X CD-ROM** (8X/12X: +$30/$50)
- **33.6 Internal Fax Modem**
- VLB or PCI IDE with I/O
- VLB or PCI SVGA Card w/1MB
- 16-Bit Sound Card & Speakers
- TEAC 1.44MB 3.5" Floppy Drive
- Enhanced Case with Power Supply
- Mitsumi Keyboard for Windows 95
- Microsoft Compatible Mouse with Pad
- Free Microsoft Windows 95
- **Free CD Deluxe Pack**
- Monitor Sold Separately (see page 3)

5X86-133/256K VLB-PCI	$638
AMD K5-P75/256K PCI (Intel Triton)	658
AMD K5-P100/256K PCI (Intel Triton)	698
AMD K5-P133/256K PCI (Intel Triton)	718
6X86-P150+/256K PCI (Intel Triton)	728
6X86-P166+/256K PCI (Intel Triton)	758
6X86-P200+/256K PCI (Intel Triton)	838
P5-100/256K PCI (Intel Zappa)	738
P5-120/256K PCI (Intel Zappa)	748
P5-133/256K PCI (Intel Zappa)	778
P5-120/256K PCI (Intel Triton)*	728
P5-133/256K PCI (Intel Triton)*	758
P5-150/256K PCI (Intel Triton)*	788
P5-166/256K PCI (Intel Triton)*	898
P5-200/256K PCI (Intel Triton)*	1088
MMX-P166/256K PCI (Intel Triton)*	1008
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DUAL PP-200C PCI (SUPER MICRO M/B) w/ 1 CPU	$356	$1008	$1158	$1208	$1278	$1428	$1348	$1428	$1518	$1678
PP-200C PCI (SUPER MICRO M/B)	258	908	1058	1108	1178	1328	1248	1328	1418	1578
PP-180C PCI (SUPER MICRO M/B)	258	778	928	978	1048	1198	1118	1198	1288	1448
PP-200C PCI (INTEL VENUS M/B) ATX	186	848	1028	1078	1148	1298	1218	1298	1388	1548
PP-180C PCI (INTEL VENUS M/B) ATX	186	708	888	938	1008	1158	1078	1158	1248	1408
P5-200C PCI (INTEL MARL M/B) ATX (Tucson: +$70)	106	568	748	798	868	1018	938	1018	1108	1268
P5-166C PCI (INTEL MARL M/B) ATX (Tucson: +$70)	106	378	558	608	678	828	748	828	918	1078
P5-150C PCI (INTEL MARL M/B) ATX (Tucson: +$70)	106	268	448	498	568	718	638	718	808	968
P5-133C PCI (INTEL MARL M/B) ATX (Tucson: +$70)	106	238	418	468	538	688	608	688	778	938
P5-120C PCI (INTEL MARL M/B) ATX (Tucson: +$70)	106	208	388	438	508	658	578	658	748	908
P5-166/256K PCI (INTEL ATLANTIS M/B) No Sound	188	458	588	638	708	858	778	858	948	1108
P5-150/256K PCI (INTEL ATLANTIS M/B) No Sound	188	348	478	528	598	748	668	748	838	998
P5-133/256K PCI (INTEL ATLANTIS M/B) No Sound	188	328	458	508	578	728	648	728	818	978
P5-120/256K PCI (INTEL ATLANTIS M/B) No Sound	188	298	428	478	548	698	618	698	788	948
P5-133/256K PCI (INTEL ZAPPA M/B)	98	238	368	418	488	638	558	638	728	888
P5-100/256K PCI (INTEL ZAPPA M/B)	98	198	328	378	448	598	518	598	688	848
MMX-P200/256K PCI (ASUS TRITON)	127	688	818	868	938	1088	1008	1088	1178	1338
MMX-P166/256K PCI (ASUS TRITON)	127	508	638	688	758	908	828	908	998	1158
P5-200/256K PCI (ASUS TRITON)	127	598	728	778	848	998	918	998	1088	1248
P5-166/256K PCI (ASUS TRITON)	127	408	538	588	658	808	728	808	898	1058
P5-150/256K PCI (ASUS TRITON)	127	298	428	478	548	698	618	698	788	948
P5-133/256K PCI (ASUS TRITON)	127	268	398	448	518	668	588	668	758	918
P5-120/256K PCI (ASUS TRITON)	127	238	368	418	488	638	558	638	728	888
MMX-P200C PCI (INTEL TRITON)	75	688	818	868	938	1088	1008	1088	1178	1338
MMX-P166C PCI (INTEL TRITON)	75	458	588	638	708	858	778	858	948	1108
P5-200C PCI (INTEL TRITON)	75	548	678	728	798	948	868	948	1038	1198
P5-166C PCI (INTEL TRITON)	75	358	488	538	608	758	678	758	848	1008
P5-150C PCI (INTEL TRITON)	75	248	378	428	498	648	568	648	738	898
P5-133C PCI (INTEL TRITON)	75	218	348	398	468	618	538	618	708	868
P5-120C PCI (INTEL TRITON)	75	178	308	358	428	578	498	578	668	828
6X86-P200+ PCI	75	298	428	478	548	698	618	698	788	948
6X86-P166+ PCI	75	218	348	398	468	618	538	618	708	868
6X86-P150+ PCI	75	178	308	358	428	578	498	578	668	828
AMD K5-100C PCI	75	148	278	328	398	548	468	548	638	798
AMD K5-75C PCI	75	118	248	298	368	518	438	518	608	768
5X86-133C VLB (PCI-VLB: ADD $20)	42	84	214	264	334	484	404	484	574	734

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- **630MB EIDE** (1.2GB/2.0GB: Add $40/$70)
- 1.44MB 3.5" Floppy Drive
- PCI or VLB Controller with I/O
- Enhanced Case w/Power Supply
- PCI or VLB SVGA Card w/1MB
- Mitsumi Keyboard for Windows 95
- Free Mouse w/pad and Microsoft DOS
- Monitor Sold Separately (please see next page)

5X86-133/256K PCI-VLB	$448
AMD K5-P75/256K PCI (Intel Triton)	468
AMD K5-P100/256K PCI (Intel Triton)	508
AMD K5-P133/256K PCI (Intel Triton)	528
6X86-P150+/256K PCI (Intel Triton)	538
6X86-P166+/256K PCI (Intel Triton)	568
6X86-P200+/256K PCI (Intel Triton)	648
P5-100/256K PCI (Intel Zappa)	548
P5-120/256K PCI (Intel Zappa)	558
P5-133/256K PCI (Intel Zappa)	588
P5-120/256K PCI (Intel Triton)	538
P5-133/256K PCI (Intel Triton)	568
P5-150/256K PCI (Intel Triton)	598
P5-166/256K PCI (Intel Triton)	708
P5-200/256K PCI (Intel Triton)	898
MMX-P166/256K PCI (Intel Triton)	818
MMX-P200/256K PCI (Intel Triton)	998

See Next Page for All of Our Upgrade Prices

HI-TECH DREAM SYSTEMS

- **16MB RAM** (32MB/64MB: Add $80/$230)
- **1.2GB EIDE** (2.0GB/2.5GB: Add $30/$60)
- TEAC 1.44MB 3.5" Floppy Drive
- VLB or PCI IDE Controller with I/O
- Diamond Stealth or ATI PCI with 1MB
- Mitsumi Keyboard for Windows 95
- Enhanced Case w/Power Supply
- Free Mouse w/Pad and Microsoft DOS
- Monitor Sold Separately (please see next page)

5X86-133/256K PCI-VLB	$538
AMD K5-P75/256K PCI (Intel Triton)	558
AMD K5-P100/256K PCI (Intel Triton)	598
AMD K5-P133/256K PCI (Intel Triton)	618
6X86-P150+/256K PCI (Intel Triton)	628
6X86-P166+/256K PCI (Intel Triton)	658
6X86-P200+/256K PCI (Intel Triton)	738
P5-100/256K PCI (Intel Zappa)	638
P5-120/256K PCI (Intel Zappa)	648
P5-133/256K PCI (Intel Zappa)	678
P5-120/256K PCI (Intel Triton)	628
P5-133/256K PCI (Intel Triton)	658
P5-150/256K PCI (Intel Triton)	688
P5-166/256K PCI (Intel Triton)	798
P5-200/256K PCI (Intel Triton)	988
MMX-P166/256K PCI (Intel Triton)	908
MMX-P200/256K PCI (Intel Triton)	1088

See Next Page for All of Our Upgrade Prices

HI-TECH SUPER P5 SYSTEMS

- **16MB EDO RAM** (32MB/64MB: Add $80/$230)
- **1.2GB EIDE** (2.0GB/2.5GB: Add $30/$60)
- TEAC 1.44MB 3.5" Floppy Drive
- PCI IDE Controller with I/O
- Diamond Stealth or ATI PCI w/2MB
- Mitsumi Keyboard for Windows 95
- Medium Tower Case w/Power Supply
- Free Microsoft Windows 95
- Free Microsoft Mouse with Pad
- Monitor Sold Separately (please see next page)

P5-100/256K PCI (Intel Zappa)	$718
P5-120/256K PCI (Intel Zappa)	728
P5-133/256K PCI (Intel Zappa)	758
P5-120/256K PCI (Asus Triton)	768
P5-133/256K PCI (Asus Triton)	798
P5-150/256K PCI (Asus Triton)	828
P5-166/256K PCI (Asus Triton)	938
P5-200/256K PCI (Asus Triton)	1128
MMX-P166/256K PCI (Asus Triton)	1038
MMX-P200/256K PCI (Asus Triton)	1218
P5-100/256K PCI (Atlantis) No Sound	798
P5-120/256K PCI (Atlantis) No Sound	808
P5-133/256K PCI (Atlantis) No Sound	838
P5-150/256K PCI (Atlantis) No Sound	868
P5-166/256K PCI (Atlantis) No Sound	988

UPGRADES

See Next Page for All of Our Upgrade Prices

HI-TECH POWER SYSTEMS

- **32MB EDO RAM** (64MB: Add $150)
- **2.0GB EIDE** (2.5GB/3.1GB: Add $30/$70)
- TEAC 1.44MB 3.5" Floppy Drive
- PCI IDE Controller with I/O
- Matrox Mystique PCI w/2MB SGRAM
- Keytronics Keyboard for Windows 95
- Medium Tower Case or w/Power Supply
- Free Microsoft Windows 95
- Free Microsoft Mouse with Pad
- Monitor Sold Separately (please see next page)

P5-100/256K PCI (Intel Marl) ATX*	$918
P5-120/256K PCI (Intel Marl) ATX*	928
P5-133/256K PCI (Intel Marl) ATX*	958
P5-150/256K PCI (Intel Marl) ATX*	988
P5-166/256K PCI (Intel Marl) ATX*	1098
P5-200/256K PCI (Intel Marl) ATX*	1268
PP-150 PCI (Intel Venus) ATX	1088
PP-180 PCI (Intel Venus) ATX	1428
PP-200 PCI (Intel Venus) ATX	1558
PP-150 PCI (Super Micro)	1118
PP-180 PCI (Super Micro)	1458
PP-200 PCI (Super Micro)	1588
Dual PP-180 PCI (Super Micro)	2078
Dual PP-200 PCI (Super Micro)	2348
* Intel Tucson M/B ATX	Add $70

UPGRADES

See Next Page for All of Our Upgrade Prices

SAN FRANCISCO

9th
19th
Taraval St
35
280
280

Phone (415) 753-6888
850 Taraval Street
San Francisco • Fax (415) 753-6846

SAN MATEO

82
S San Mateo
E 3rd Ave
S F
101
El Camino Real
5th Ave
S J
92

Phone (415) 401-8688
111 E. 5th Avenue
San Mateo, CA 94401 Fax (415) 401-8813

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OPEN SOON

441 El Camino Real
1 Mil North of Stanford University

SUNNYVALE

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Fair Oaks
Wolfe Rd
Lawrence Expwy
Remington
El Camino Rea

Phone (408) 732-8688
730 East El Camino Rea
Sunnyvale CA 94087 Fax (408) 73[illegible]

MILPITAS

880
680
Centre Pointe Dr
Great Mall Parkway
Montague Expressway

Phone (408) 262-8688
[illegible]
Milpitas, CA 95035 Fax (408) 262-8772

SALES HOURS: Mon-Fri: 8:30am-6pm, (9:30am-7pm Sunnyvale), Sat: 10am-4pm
SERVICE HOURS: Mon-Fri: 9am-5:30pm, Sat: 10am-3:30pm [illegible]

HI-TECH USA
ALWAYS THE BEST

TERMS AND CONDITIONS

1. One year parts and labor warranty on systems.
2. Knowledgeable technical support engineers in service.
3. Prices and availability subject to change w/o notice.
4. Shipping, insurance and COD charges are extra and non-refundable. Prices reflect cash discounts.
5. Return shipping must be insured, prepaid and bearing on RMA# on the shipping label.
6. Defective items replaced or repaired at our discretion.
7. No responsible for typos.
8. All returns subject to 15% restocking fee and cover only Hi-Tech USA brand computers, excludes peripherals, software and notebook computers. No refunds after 30 days.
9. Superior reputation for service, quality and value.
10. Purchase orders are welcomed and subject to approval.

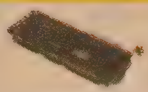
HI-TECH USA
ALWAYS THE BEST

(408) 262-8688 ....Milpitas
(408) 732-8688 ....Sunnyvale
(415) 401-8688 ....San Mateo
(415) 753-6888 ....San Francisco

CASE W/POWER SUPPLY

230W / 250W / 300W Power Supply	$21 / 24 / 39
Mini Tower Case w/200W Power Supply	24
Desktop AT Case w/200W Power Supply	34
Medium Tower Case w/230W Power Supply	37
Full Tower Case w/250W Power Supply	52
ATX Case w/Power Supply (Tower / AT)	72 / 89

CONTROLLERS



IDE 2FD/2HD with 2S/1P/1G	$10
VLB EIDE I/O with 16550	16

adaptec

1522 / 1542 CF (SCSI)	$69 / 118
1542CP / 1542CPK (SCSI)	158 / 230
2825 VLB / 2842 VLB (SCSI)	57 / 106
2940 PCI / 2940U PCI (SCSI)	164 / 171
2940UW PCI / 3940U (SCSI)	196 / 298

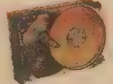
DATA TECHNOLOGY
CORPORATION

DTC 2280D ISA	$14
DTC 2280E ISA	21
DTC 2278E VLB IDE W/16550 UART Chip	24

PROMISE
TECHNOLOGY,INC.

Promise DC-2300 Plus VLB IDE Fast I/O	$41
Promise DC-4030 VLB IDE Cache Controller	68
Promise DC-4030+ VLB EIDE	108
Promise DC-5030 PCI IDE 0-16MB Cache	114

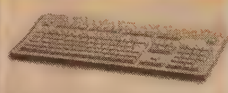
HARD/FLOPPY DRIVES



Quantum™
Maxtor® Seagate
MICROPOLIS CONNER
WESTERN DIGITAL

HARD DRIVES (Name Brand)	
540MB / 635MB / 1.0GB IDE	**$110 / 132 / 154**
1.2GB / 1.6GB IDE	**163 / 178**
2.0GB IDE/2.5GB IDE/3.1GB IDE	**192 / 214 / 258**
520MB / 1.0GB SCSI	124 / 218
2.0GB / 4.0GB SCSI	**296 / 758**
FLOPPY DRIVES	
Namebrand 1.2 / 1.44 FDD	**$36 / 19**
Epson/Teac Dual Floppy Drive	**75 / 78**
Teac 1.2 /1.44 Floppy Drive	36 / 21
IOMEGA	
Ditto Easy 800 Insider	98
Ditto Easy 800 Parallel	140
Ditto Easy 3200 Insider w/Cartridge	215
Ditto 800/3200 Cartridge	30 / 35
Jaz SCSI Drive 1.0GB Insider	348
Jaz SCSI Drive 1.0GB External	434
Jaz SCSI Drive Cartridge	98
Zip Drive 100MB External Parallel	172
Zip Drive 100MB External SCSI	172
Zip Drive 100MB Cartridge	16
ZIP DRIVES (Epson)	
100MB External Parallel	**$170**
100MB External SCSI	**170**

KEYBOARDS

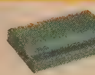


101 Enhanced Keyboard for Windows 95	$12
FOCUS	
FK2001 101-Key Click	21
FK2001 for Windows '95	26
FK6200W 104-Key for Windows '95	20
FK7200W w/Trackball for Windows '95	26
FK8000 w/Calculator	32
Keytronics 104-Key for Windows 95	17
Lite-on SK-6000 / SK-6000T	35 / 52
Mitsumi 104-Key for Windows 95	12
Maxiswitch Nova for Windows 95	18
Maxiswitch Nova PS/2	19
Microsoft Natural Key (w/System)	52
Northgate OMNI Ultra	68

MEMORY & CPU

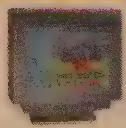
SIMM	
1MB (1x3) (30 Pin)	**6**
4MB (4x3) (30 Pin)	**20**
4MB (1x32) (72-Pin)	**18**
8MB (2x32) (72-Pin)	**32**
16MB (4x32) 72-Pin)	**75**
32MB (8x32) (72-Pin)	**147**
4MB (1x32) (EDO)	**20**
8MB (2x32) (EDO)	**36**
16MB (4x32) (EDO)	**75**
32MB (8x32) (EDO)	**149**
CPU	
AMD 5X86-133	**38**
AMD K5-P75 / 100 / 133	**30 / 66 / 82**
6X86 P-150+/P-166+/P-200+	**98/ 137/218**
Intel P5-100 / 120 / 133	**98/ 105 / 135**
Intel P5-150 /166 / 200	**158 / 274 / 468**
Intel Pentium Pro-150 / Pro-180	**185 / 525**
Intel Pentium Pro-200	**658**
MMX-166/MMX-200	**378 / 558**

MODEMS & FAXES



Fax Modem 14,400 Internal / External	**$26 / 34**
Fax Modem 14,400 w/Voice Internal	**27**
Fax Modem 28.8 with V.34 Int/Ext	**48/55**
Fax Modem 33.6 with V.34 Int	49
Fax Modem 33.6 with V.34 Ext	78
Fax Modem 33.6 with Voice Int	64
Fax Modem 33.6 with Voice Ext	84
PCMCIA Fax Modem 28.8 Data w/V.34	105
PCMCIA Fax Modem 33.6 Data w/V.34	115
SUPRA 33.6 Fax Modem w/Voice Int (Bulk)	**80**
SUPRA 33.6 Fax Modem w/Voice Int (Retail)	**115**
SUPRA 56.6 Fax Modem w/Voice Int	**135**
US ROBOTICS	
Sportster 14,400 FM Int / Ext Si	**$35 / 42**
Sportster 14,400 FM Int / Ext (Classic)	**58 / 68**
Sportster 33.6 Data Winmodem Int (Bulk)	**78**
Sportster 33.6 Data Winmodem Int (Retail)	**102**
Sportster 33.6 Data Fax Modem Int (Bulk)	**94**
Sportster 33.6 Data Fax Modem (Retail)	**132**
Sportster 33.6 Data Fax modem w/Voice Int (Bulk)	**105**
Sportster 33.6 Data Fax Modem w/V.34 Ext (Retail)	148
Sportster 33.6 Data Fax Modem w/Voice Int (Retail)	**152**
Sportster 33.6 Data Fax Modem w/Voice Ext	176
Sportser PCMCIA 28.8 w/V.34	238
Sportster ISDN 128K Int	330
ZOOM	
2805 33.6 Data Fax Modem Int	98
2836 33.6 Data Fax Modem Ext	128

MONITORS*



14" Mono	**$78**
14" VGA Mono	88
14" SGA 1024•768 .28 NI	**170**
15" SVGA 1024•768 .28	224
17" SVGA 1280•1024 .28	**424**

CTX

14" Super VGA 1024•768 .28 NI	$202
15" Super VGA 1024•768 .28	**274**
17" Super VGA 1280•1024 .28	498

IIYama (IDEK)

MF-8515 15" 1280•1024 .28	$334
MF-8617E 17" 1600•1200 .26	588
MF-8221E 21" 1600•1200 .30	1358

Impression

14" 1024•768 .28 NI	$172
15" 1280•1024 .28 NI	256
17" 1280•1024 .28 NI	459

MAG INNOVISION

1595 15" 1280•1024 .28	**$288**
1795E 17" 1280•1024 .28	**490**
1795 17" 1280•1024 .26	**535**
DX15T 15" .25 Trinitron OSD Win 95	**334**
DJ702E 17" .28 1280•1024	**534**
DX700T 17" .25 Trinitron OSD Win 95	**618**

NANAO®

FX-B5 15" .28 / FX-C5 17" .28	493 / 693
FX-C6 17" .26 / TX-C7S 17" .25	778 / 968
T2-17TS .25 / T2-17 .25	856 / 918
TX-D7S 20" .25 / FX-E7 21" .28	1618 / 1628

NEC

C400 / C500 / XV 15+	$278 / 348 / 358
M700 / XV 17+ / P750	718 / 678 / 854
XE 21 / P1100 21" .28	1598 / 1598

NOKIA

449E 15" / 447L 17"	$417 / 618
447XAV 17" / 447K 17"	938 / 1388
445XI 21"	1674

SONY

100SX 15"	**$353**
100SF 15"	**398**
200SX 17" 1280•1024 .25 65 Hz	**628**
200SF 17" 1280•1024 .25 75 Hz	**728**
300SFT 1600•1024 .31	1568
20SE2T 20" .25	1774

ViewSonic®

E641 14" 1024•768 .28	**$218**
E655 15" 1024•768 .28	**298**
15GS 15" 1280•1024 .28	328
15GA 15" 1280•1024 .27 w/Speakers	374
17EA 17" 1280•1024 .28 w/Speakers	558
17GS 17" 1280•1024 .28 Green	**548**
17GA 17" 1280•1024 .27 w/Speakers	**598**
GT770 17" 1280•1024 .25	628
PT770 17" 1600•1280 .25	678
17PS 17" 1600•1280 .25 Green	664
G800 20" 1600•1280 .28	1028
GT800 20" 1600•1280 .30	**1148**
G810 21" 1600•1280 .25	**1328**
PT 810 21" 1600•1280 .30	**1498**
P815 21" 1800•1440 .25	**1598**

*** Monitor Viewable size may be smaller than advertised size**

MOUSE

3-Button Mouse Microsoft Compatible	**$5**

LOGITECH

First Mouse (Serial-2 Button)	**9**
Mouseman Serial (OEM)	**17**

Microsoft

Microsoft Mouse Serial (w/System)	**$23**

NETWORKS

16 BIT Ethernet Card ISA (Combo)	**$16**
16 BIT Ethernet Card PCI (Combo)	**23**

3Com

3C509 ELINK III TP	$53
3C509 ELINK III Combo	74
3C900 PCI TP (New)	74
3C900 PCI Combo (New)	88
3C905 TX PCI 10 / 100	65
3C589 PCMCIA Combo	172

Hubs and Repeaters

5-Port Ethernet Hub	$42
8-Port Ethernet Hub	49
16-Port Ethernet Hub	105

Intel

EtherExpress Pro 10 / 100 TX PCI	$64

SOFTWARE

Microsoft Windows 95 Full Copy CD Version (w/system)	$92
Microsoft DOS 6.x (with System)	38
Microsoft Office Professional OEM CD Version (w/System)	188
Microsoft Windows 3.x (with System)	58
Microsoft Windows for Workgroup (with System)	64
Microsoft Windows NT 4.0 Server	
5 Clients (with/System)	448
10 Clients (with/System)	608
Microsoft Windows NT 4.0 Workstation (with Sys)	150

TAPE BACKUPS

Conner 800MB Internal w/Tape	**$96**
Conner 8.0GB SCSI w/Tape	**348**

COLORADO
MEMORY SYSTEMS

T-1000 800MB Internal w/tape	**105**
T-1000E 800MB External w/tape	**146**
DJ-50 1.3GB Int.	**148**
T-3000T 3.2GB Int. w/tape	**162**
T-4000T 8.0GB SCSI Int w/tape	**336**
Tape for 800MB	**30**

VGA CARDS

MGP Card	$10
VGA 512K	22
SVGA ISA w/1MB	**27**
Cirrus Logic PCI w/1MB	**24**
Cirrus Logic PCI w/MPEG 1MB	**30**
Cirrus Logic PCI w/MPEG 2MB	**40**
Trident ISA w/1MB	**32**
Trident VLB w/1MB	**35**
Trident PCI w/1MB	**25**
Trident PCI w/1MB MPEG	**28**

ATi
TECHNOLOGIES INC

3D Xpression 2MB EDO	**$64**
3D Xpression+ w/o TV 2MB / 4MB	**104 / 126**
3D Xpression+ w/ TV 2MB / 4MB	**114 / 136**
3D ProTurbo w/TV 4MB / 8MB	**164 / 234**
WinBoost PCI 1MB DRAM w/MPEG	**51**
WinBoost PCI 2MB DRAM w/MPEG	**59**
WinTurbo 64 PCI 2MB VRAM (Mach 64)	**132**
WinTurbo 64 PCI 4MB VRAM (Mach 64)	**208**
WinTurbo 64 VLB 2MB VRAM (Mach 64)	**130**

DIAMOND

DTV 1100-TV Option Card (Bulk / Retail)	**$64 / 83**
MPG Video Play 1100 (Retail)	**84**
Stealth 24 VLB 1MB (DRAM)	**35**
Stealth SE PCI 1MB (DRAM)	**28**
Stealth 64 PCI 1MB (DRAM)	**48**
Stealth 64 PCI 2MB (DRAM)	**57**
Stealth 64 VLB 1MB (DRAM)	**50**
Stealth 64 Video PCI 2MB (VRAM)	**109**
Stealth 64 Video PCI 4MB (VRAM)	**160**
Stealth 64 VLB 2MB (VRAM)	**108**
Stealth 64 VLB 4MB (VRAM)	**160**
Stealth 3D 2000 PCI 2MB	**76**
Stealth 3D 2000 PCI 4MB	**96**
Stealth 3D 3000 PCI 2MB (VRAM)	**124**
Stealth 3D 3000 PCI 4MB (VRAM)	**178**
Viper-Pro PCI 4MB (VRAM) Retail	**128**

MATROX

Millennium PCI 2MB (WRAM) (Bulk)	**159**
Millennium PCI 4MB (WRAM) (Bulk)	**228**
Millennium PCI 4MB (WRAM) (Retail)	**248**
Millennium 2MB Upgrade Module	**86**
Millennium 4MB Upgrade Module	**164**
Millennium 6MB Upgrade Module	**224**
Mystique PCI 2MB (SGRAM) w/o Game (Bulk)	**99**
Mystique PCI 4MB (SGRAM) w/o Game (Bulk)	**130**
Mystique PCI 2MB (SGRAM) w/Game (Bulk)	**129**
Mystique PCI 4MB (SGRAM) w/Game (Bulk)	**169**
Mystique PCI 2MB (SGRAM) (Retail)	**138**

Number 9

9FX Motion 771 2MB VRAM	**148**
9FX Motion 771 4MB VRAM	**288**

ORCHID

Kelvin PCI (64-Bit) 1MB	**$38**
Fahrenheit 64 PCI 1MB (DRAM)	40
Fahrenheit 64 VLB 1MB (DRAM)	44

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MOTHERBOARD W/CPU

5X86-133/256K PCI-VLB	$98
AMD K5-P75/256K PCI	128
AMD K5-P100/256K PCI	158
6X86-P150+/256K PCI	188
6X86-P166+/256K PCI	228
6X86-P200+/256K PCI	308
P5-100/256K PCI (Triton)	178
P5-120/256K PCI (Triton)	188
P5-133/256K PCI (Triton)	228
P5-150/256K PCI (Triton)	258
P5-166/256K PCI (Triton)	368
P5-200/256K PCI (Triton)	558
MMX-P166/256K PCI (Triton)	468
MMX-P200/256K PCI (Triton)	648
ASUS	
P5-120/256K PCI (TRITON)	238
P5-133/256K PCI (TRITON)	268
P5-150/256K PCI (TRITON)	298
P5-166/256K PCI (TRITON)	408
P5-200/256K PCI (TRITON)	598
MMX-P166/256K PCI (TRITON)	508
MMX-P200/256K PCI (TRITON)	688
Pentium Pro PP-180/256K PCI (Natoma)	758
Pentium Pro PP-200/256K PCI (Natoma)	898
INTEL	
P5-100/256K PCI (ZAPPA)	198
P5-120/256K PCI (ZAPPA)	208
P5-133/256K PCI (ZAPPA)	238
P5-120/256K PCI (ENDEAVOR II PIPELINED CACHE)	278
P5-133/256K PCI (ENDEAVOR II PIPELINED CACHE)	318
P5-150/256K PCI (ENDEAVOR II PIPELINED CACHE)	348
P5-166/256K PCI (ENDEAVOR II PIPELINED CACHE)	458
P5-100/256K PCI (ATLANTIS w/o SOUND)	288
P5-120/256K PCI (ATLANTIS w/o SOUND)	298
P5-133/256K PCI (ATLANTIS w/o SOUND)	328
P5-150/256K PCI (ATLANTIS w/o SOUND)	348
P5-166/256K PCI (ATLANTIS w/o SOUND)	458
P5-120/256K PCI (MARL) ATX	208
P5-133/256K PCI (MARL) ATX	238
P5-150/256K PCI (MARL) ATX	268
P5-166/256K PCI (MARL) ATX	378
P5-200/256K PCI (MARL) ATX	568
P5-100/256K PCI (TUCSON) ATX	268
P5-120/256K PCI (TUCSON) ATX	278
P5-133/256K PCI (TUCSON) ATX	308
P5-150/256K PCI (TUCSON) ATX	338
P5-166/256K PCI (TUCSON) ATX (MMX: +100)	448
P5-200/256K PCI (TUCSON) ATX (MMX: +110)	638
Pentium Pro PP-180 PCI (VENUS) ATX	708
Pentium Pro PP-200 PCI (VENUS) ATX	848
Pentium Pro PP-180 PCI (SUPER MICRO)	778
Pentium Pro PP-200 PCI (SUPER MICRO)	908
DUAL Pentium Pro PP-180 (SUPER MICRO) 1 CPU	878
DUAL Pentium Pro PP-200 (SUPER MICRO) 1 CPU	1008

MULTIMEDIA

Altec Lansing ACS 51 / ACS 52	$58 / 74
Altec Lansing ACS 53 / ACS 300	124 / 168
CD Writer Sony CDU9245	588
Name Brand CD-ROM 4X 4-Speed IDE	65
Name Brand CD-ROM 6X 6-Speed IDE	71
Name Brand CD-ROM 8X 8-Speed IDE	84
Name Brand CD-ROM 12X 12-Speed IDE	96
Name Brand CD-ROM 16X 16-Speed IDE	120
Mitsumi 4X 4-Speed IDE	66
Mitsumi 6X 6-Speed IDE	72
Mitsumi 8X 8-Speed IDE	85
Mitsumi 12X 12-Speed IDE	102
Mitsumi 16X 16-Speed IDE	134
NEC 6-Speed SCSI	116
NEC 8-Speed IDE	92
NEC 8-Speed SCSI	158
Panasonic 8X 8-Speed IDE	89
Panasonic 12X 12-Speed IDE	96
Panasonic 8X 8-Speed SCSI	132
TEAC 12X 12-Speed IDE	113
TEAC 16X 16-Speed SCSI	168
Toshiba 12X 12-Speed IDE	104
Toshiba 12X 12-Speed SCSI	148
Toshiba 15X 15-Speed SCSI	206
Speakers 60W	11
Speakers 80W	16
Speakers 120W	24
Speakers 180W	26
Speakers 300W	44
Yamaha Speakers M7	35
Yamaha Speakers M15	65

HI-TECH P5 Notebooks

intel inside
Feel the Flexibility of
P5 Notebooks

STANDARD CONFIGURATIONS

- 8MB RAM (please see upgrades)
- 540MB HDD (please see upgrades)
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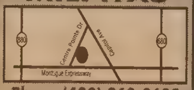

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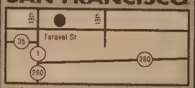

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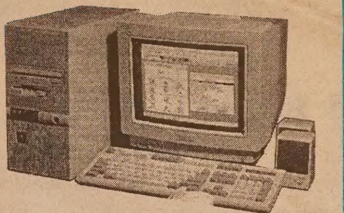

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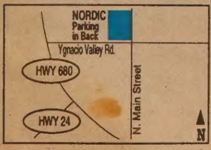

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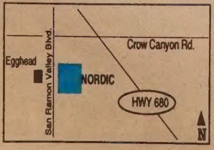

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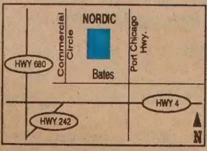

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DVORAK'S LAST COLUMN • BY JOHN C. DVORAK

Miscellaneous Thoughts

Or, The Idea Bin Is Full

I have no column this month, just ideas for columns. Fact is, they cannot be developed for more than a few paragraphs, but here they are anyway.

Item One

Maybe this is off the subject, but has anyone noticed that the stock market is a little high? The technology stocks have really powered the market, but it's impossible that this will continue forever.

So what is the top? Well, I'm thinking the real ceiling to the Dow Jones is 10,000. Here's why. It's based on something I noticed some years ago (after the hefty inflation years were over in the late 1970s and we began a long-running bull market).

What I noticed was that everything became ten times more expensive than it was when I was a kid. My parents bought a 1967 Ford Mustang for $2700. This was loaded and would be closer to $27,000 today. A house bought in 1971 for $22,000 sells for $220,000 today. Some things have increased by a factor of 5X, such as the daily newspaper, which was once a nickel.

Being a millionaire is not even a big deal anymore, and people talk about "having" to have $10-20 million to actually be rich. And if we look at the number of billionaires, it's a little frightening.

When monopolists ruled the earth they couldn't accumulate this much wealth, although they seemed to have more possessions including castles, huge staffs and massive country homes. Needless to say the true value of money has skewed, and with it the stock market. In fact, today's market floating around 7000 may actually be at the equivalent of 700 in 1960. In the 1960s the market shot up into the 900 range, then crashed in 1969 and put us in a decade-long bear market, exacerbated by weird price controls, inflation and Jimmy Carter.

Why shouldn't this exact same crash scenario recur when the market approaches 10,000? Maybe it will. We need something to talk about as we enter the next century. A collapse will be an interesting topic.

Item Two

I guess Nintendo barked up the right tree with its Nintendo 64, refusing to use CD-ROM technology and sticking with expensive cartridges. But there are still aspects of this that mystify me. The reason for not using CD-ROMs is simple: They can be easily copied by a CD recorder. And CD-Recorders are getting cheaper and cheaper, and are working better and better. I'm told that kids sell copies of Playstation games in schools, for example. I'm sure that the profit margins afforded by CD-ROMs more than make up for this loss of sales, but apparently Nintendo does not feel this way.

Also, it's harder to lock out unlicensed material with CD technology than it is with cartridges—or so they say. I'm not sure all this is true, and even the illegal copying should be something that the game makers can defeat. It's supposedly hard to copy a 3DO disk, for example.

All I know is that at some point Nintendo will have to use some cheaper way to make games. (One interesting aside here is that I do not see my children playing more video games. They seem to be doing more on the Web.)

I've played with all the game machines and have not found the newest Nintendo as compelling as the original. While the graphics and 3D action are phenomenal, it gets boring far too quickly. I even had it hooked to the big TV for a week and found that I never played much with it.

With Sega promoting its new SegaSoft computer game division, I'm beginning to wonder if the game scene is changing, and all these machines are going to become white elephants. Even the kids, who claim to be enthusiastic, are not playing games as long as they used to. This creates a demand for more games. The sales of additional games make the market look healthy. But the sales are the result of previous games being too boring.

At some point the parents are going to say "NO!", and that will be the end of that.

Addendum: *My 11-year-old read this and says it's all wrong and that the machine is great and he plays it all the time. Now I've come to the conclusion that the game company has brainwashed him.*

Addendum II: *He read the addendum and walked out of the room shaking his head.*

Item Three

I'm mystified why people haven't warmed up to certain technologies—for example, voice command and personal dictation software that actually seems to work.

Are we losing the ability to converse?

People even seem to prefer those online chats to a real chat. I like to tell people to capture and time their online chats. Write down the time you began the chat, and open a file capture so you get the whole thing downloaded. When you close it, write down the time and then look at the file and calculate the number of words transmitted per minute. It's amazing how little information goes back and forth in a half-hour. This method of conversation represents, without doubt, the slowest throughput of any form of human communications except for smoke signals.

So, what's the appeal? First of all it allows you to think a little bit about what you are going to say. This is particularly useful if you are slow-witted. It usually allows you to edit a sentence before it's transmitted. This comes in handy when you change your mind in the middle of a thought. And finally, it's emotionally detached (so much so that you have to use emoticons to beef-up that aspect of the conversation) which appeals to shy people and introverts.

The question remains if and when online chatting will evolve into something more futuristic. The idea of seeing the other person in the form of an avatar is interesting, but maybe the real appeal of online chatting is minimal physical interaction.

Most users could easily set up CUseeme connections with a cheap camera ball on their machine if they wanted more personalized chats. But the number of people who do anonymous CUseeme chatting has never skyrocketed like plain old typing-to-typing chatting. If you go on the IRC, for example, and look into the sex chat rooms, you discover that all the users in all the sex-oriented CUseeme chat rooms combined seldom add up to the number of people in the one lone chat room dubbed cybersex—which, again, is about typing.

So I've come to a weird conclusion: People love to type! ■

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